

GRAIN DEALERS JOURNAL

Code Messages to Say What You Mean

Every grain dealer draws a sharp distinction between time of shipment and time of delivery. So does the Universal Grain Code which devotes three pages to various periods of time often used in grain trade transactions. The time of shipment is always earlier than the time of delivery so the code words to indicate time of shipment are placed in the left hand column of the page while the time of delivery is placed in the right hand column as follows:

TIME OF SHIPMENT AND DELIVERY

45

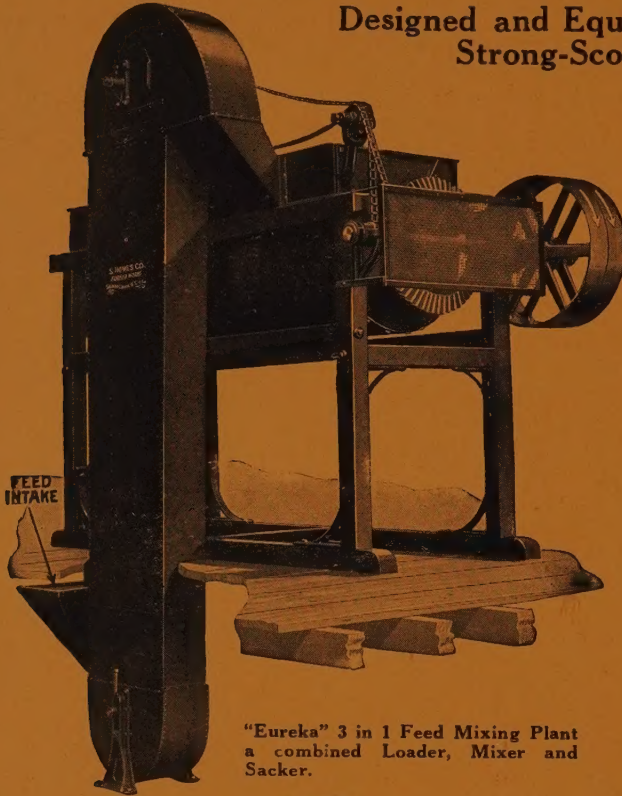
Seller's option unless otherwise specified.

SHIPMENT		DELIVERY
Fabaccous	Immediate	Faithless
Fabian	Prompt	Faitour
Fable	As soon as possible	Fakir
Fabling	Regular	Falcate
Fabric	Immediately on arriva	Falchion
Fabricate	As soon as made	Falciform
Fabricator	To-day	Falcon
Fabrile	To-morrow	Falconet
Fabulist	Within three days	Faldage
Fabulizing	Within five days	Faldfee
Fabulosity	This week	Falding
Fabulous	Within one week	Faldisdory
Faburden	Within ten days	Falernian
Facade	Next week	Fallacious
Faceless	Within two weeks	Fallacy

If you would facilitate all wire transactions in your business, avoid errors and reduce your telegraph tolls, you will use the Universal Grain Code which is arranged in alphabetical order throughout. The book is 7x4 $\frac{5}{8}$ inches in size, printed on high grade bond paper and bound in black flexible leather, price \$3.00; book paper, board covers, \$1.50. Send now to Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill., for your copy of the Universal Grain Code.

Modern Mixed Feed Plants

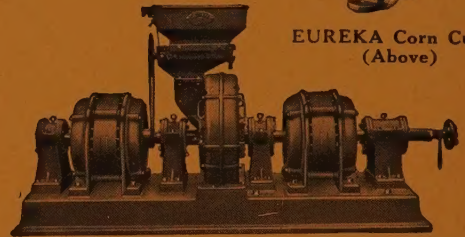
Designed and Equipped by
Strong-Scott



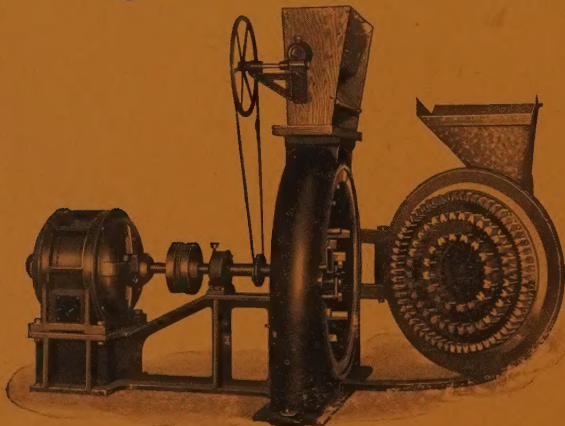
"Eureka" 3 in 1 Feed Mixing Plant
a combined Loader, Mixer and
Sacker.



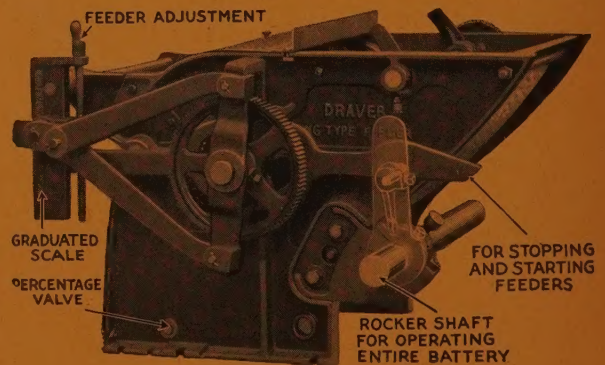
EUREKA Corn Cutter
(Above)



Munson Attrition Mill for General Grinding



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Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

AMARILLO, TEXAS.

Amarillo Feed & Seed Co., feed, seed, grain.
Beasley Grain Co., J. N., grain and seeds.
Great West Mill & Elevator Co., millers, grain dlsr.*
Kearns Grain & Seed Co., grain, field seeds.*
Kenyon Grain & Seed Co., grain and hay.
Stone, Lester, grain merchant.*
Strader Grain Co., U. S., grain, seed, feed.*

ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.*

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Hammond, Snyder & Co., Inc., receivers, exporters.*
Lederer Bros., grain receivers.*

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Hasenwinkle-Scholer Co., corn and oats.*

BLUFFTON, IND.

Studabaker Grain & Seed Co., grain, hay, seeds.*

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Armour Grain Co., grain merchants.
Cargill Grain Co., grain merchants.
McConnell Grain Corp., commission and brokerage.*
McKillop, Inc., J. G., consignments.*

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Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
Carhart Code Hardware Co., grain commission.*
Chicago Grain & Salvage Co., salvage grain.
Clement, Curtis & Co., members all exchanges.*
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Dole & Co., J. H., grain and seeds.*
Harris, Winthrop Co., grain commission.*
Hoit & Co., Lowell commission, grain and seeds.
Hulburd, Warren & Chandler, stocks, bonds, grain, etc.
Lamson Bros. & Co., consignments sold.*
Logan & Bryan, grain, stocks, provisions.
McKenna & Dickey, commission merchants.*
Norris Grain Co., grain merchants.*
Pope & Eckhardt Co., commission merchants.*
Rosenbaum Grain Corp., grain merchants.*
Rothschild Co., D., receivers and shippers.*
Rumsey & Co., grain commission.*
Shaffer Grain Co., J. C., grain merchants.*
Thomson-McKinnon, members leading exchanges.

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Grain & Hay Exchange Members.

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DeMolet Grain Co., receivers and shippers.*
Early & Daniel Co., grain, hay, feed.*
Scholl Grain Co., receivers and shippers.*

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Cook, Wade H., grain, hay and grain products.*

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Grain & Hay Exchange Members.

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Shepard, Clark & Co., grain merchants.*

COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.*

CROWLEY, LA.

Lyman, C. W., broker corn, oats, feeds, hay.

DAVENPORT, IA.

Davenport Elevator Co., receivers and shippers.*

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DENTON, TEXAS.

Craddock Grain Co., W. F., grain & hay.

*Members Grain Dealers National Association.

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Ady & Crowe Merc. Co., The, grain and hay.*
Conley-Ross Grain Co., The, grain and beans.*
Denver Elevator, wholesale grain, flour, millfeed.
Houlton Grain Co., wholesale grain.*
Kellogg Grain Co., O. M., receivers and shippers.
Farmers Union M. & E. Co., millers, grain merchants.*
PHELPS Grain Co., T. D., wholesale grain.*
Rocky Mountain Grain Co., export and domestic grain.*

DES MOINES, IA.

Board of Trade Members.

Lockwood, Lee, broker.

DETROIT, MICH.

Board of Trade Members.

Caughy-Jossman Co., grain and field seeds.*
Lapham & Co., J. S., grain dealers.*
Lichtenberg & Son, oats, corn, hay, straw.*

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White Grain Co., receivers and shippers.*

EMPORIA, KANS.

Trusler Grain Co., grain merchants.

ENID, OKLAHOMA.

Grain Exchange Members.

Bennett & Company, James E.
Bird Grain Company, John.
Cox Grain Company, C. H.
Davis-Noland-Merrill Grain Company.
Enid Terminal Elevator Company.
Enid Milling Company.*
Ferguson-Shircliff Grain Company.
Feuquay Grain Company.*
Geis-Price Elevator Company.
Goltz Grain Company.
Henry Grain Company, John.*
Humphrey Grain Company, E. R.
Johnston, W. B.*
Randels-Williams Grain Company.*

FORT DODGE, IOWA.

Christensen, George, grain broker.*

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Bewley Mills, flour milling.
Bennett & Co., Jas. E., grain, stocks, provisions.*
Carter Grain Co., C. M., brokerage, consignments.*
Dorsey Grain Co., merchants—commission consignments.
Ft. Worth Elevators Co., gr. merchants, pub. storage.
Federal Commission Co., brokers, consignments.*
Gladney Grain Co., consignments.
Henderson Grain Co., consignments, brokerage.*
Moore-Seaver Grain Co., recvrs, shprs, consignments.*
Rogers Co., E. M., strictly bkg. and consignments.*
Smith Bros. Grain Co., consignments-merchants.*
Transit Grain & Com. Co., consignments, brokerage.*
Tillery Grain & Com. Co., export, bkgm. consignments.*
Universal Mills, "Superior Feeds."*
West Grain Co., consignments, merchants, brokers.

GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.*
Shaw, Thomas F., export grain.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HOUSTON, TEXAS.

American Mail Flour Mills, mlg. gr., exporters.
Beatty-Archer Co., grain brokers only.*
Dittlinger Roller Mills Co., H., flour expts.
Dixon & Co., E. S., grain receivers, feeds.*
Downman Grain & Hay Co., E. C., gr., fd., hay.*
Ervin & Co., J. E., wholesale grain.*
Rogers, J. E., poultry feed & grain.
Rothschild Co., S., grain, c/s products, rice, b/p.*
Saint & Co., Inc., grain & mixed feeds.*
South Texas Grain Co., grain & feed.*

HUTCHINSON, KANS.

Board of Trade Members.

Southwest Grain Co., consignments, country run grain.

INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.*
Bord Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain & Milling Co., grain commission.*
Hart-Malbucher Co., grain merchants.*
Kinney Grain Co., H. E., receivers and shippers.*

INDIANAPOLIS (Continued).

Montgomery & Tompkins, receivers and shippers.
Steinhart Grain Co., commission and brokerage.*
Witt, Frank A., grain commission and brokerage.

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Board of Trade Members.

Bruce Bros. Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, mlo.*
Davis Grain Co., A. C., grain commission.
Denton Hart Grain Co., consignments.*
Ernst Davis Commission Co., consignments.
Lichtig & Co., H., kafir, mlo, screenings.
Logan Bros. Grain Co., receivers and shippers.*
Moore-Seaver Grain Co., grain receivers.*
Norris Grain Co., grain merchants and exporters.
Shannon Grain Co., consignments.
Thresher Grain Co., R. J., grain commission.*
Udlike Grain Corp., consignments.
Vanderslice-Lynds Co., commission.*
Wilsor Grain Co., consignments.*

KNOXVILLE, TENN.

Lackey, Douglas W., mlg. grain, mlo, alfalfa meal.

LANSING, MICH.

Chatterton & Son, Mich. grain, hay, beans.*

LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd.

LITTLE ROCK, ARK.

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Gordy Co., C. L., grain brok., hay, grain and mill feed.

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Brandeis & Son, A., receivers and shippers.
Callahan & Sons, receivers and shippers of grain.*
Kentucky Public Elevator Co., storers and shippers.*
Thomson Elevator Co., grain dealers.
Verhoeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

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Moon-Taylor Co., grain and hay brokers.

McKINNEY, TEX.

Reinhardt & Co., wheat, corn, oats, maize.

MEMPHIS, TENN.

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Buxton, E. E., broker and commission merchant.*
U. S. Feed Co., grain, hay, millfeed.*

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Meech & Stoddard, Inc., grain, feed, hay, flour.*

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Kamm Co., P. C., grain shippers.*

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Chamber of Commerce Members.

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Cereal Grading Co., grain merchants.*
Davies Co., F. M., grain commission.*
Delmar Co., shippers.
Fraser-Smith Co., grain merchants.*
Hallet & Carey Co., grain merchants.*
Hubenthal, C. G., gr. mchts., oil meal, chicken feed.
Hiawatha Grain Co., screenings.*
Malquist & Co., C. A., receivers and shippers.*
Marfield Grain Co., grain commission.*
Sheffield Elevator Co., shippers of grain.*
Stuhr-Seldi, shippers grain and feed.*
Van Dusen-Harrington Co., grain merchants.*

NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.*

NEW YORK CITY.

Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.
Jones & Co., M. B., buyers—quote us.*
Knight & Co., grain brokers.
Therrien, A. F., broker.

(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Acme Milling Co., millers & grain dealers.
Hardeman-King Co., millers, grain dealers.*
Jackson Grain Co., grain merchants.
Okla. City Mill & Elevtr. Co., millers, gr. dealers.*
Mashburn-Mullin Grain Co., grain and feeds.
Scannel Grain Co., E. M., grain and feed.
Stinnett Grain Co., grain merchants.*
Vandenburgh, Jesse, milling wheat.

OMAHA, NEBR.

Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., commission and brokerage.*
Udlike Grain Co., milling wheat.*

PEORIA, ILL.

Board of Trade Members.

Cleveland Grain & Mfg. Co., grain commission.
Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.
Luke Grain Co., grain commission.*
McFadden & Co., G. C., grain commission.*
Miles, P. B. & C. O., grain commission.*
Turner Hudnut Co., receivers and shippers.*
Tyng Grain Company, receivers and shippers.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Richardson, Geo. M., grain and feeds.*
Stites, A. Judson, grain and millfeed.*

PITTSBURGH, PA.

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Hardman & Daker, grain, hay, millfeed.*
Harper Grain Co., corn a specialty.*
McCague, Ltd., R. S., grain, hay.*
Stewart & Co., Jesse C., grain and mill feed.*

PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.*
Gordon Grain Co., grain commission.*
Heald Grain Co., consignments exclusively.
Kellogg-Huff Grain Co., grain merchants.*
Norton Grain Co., consignment specialist.*

SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.*

ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedstuffs, grain, seeds.*
Hall Grain Co., Marshall, grain merchants.*
Hunter-Robinson Mfg. & Gr. Co., grain, feedstuffs.*
Langenberg Bros. Grain Co., grain commission.*
Martin Grain Co., grain commission.*
Martin & Knowlton Grain Co., grain merchants.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Plecker & Beardsley Com. Co., grain and grass seed.*
Turner Grain Co., grain commission.*

SALT LAKE CITY, UTAH.

Nelson Co., Sterling H., shprs. of select milling wheat.

SIDNEY, OHIO.

Chambers, V. E., wholesale grain.*
Custenbolder & Co., E. T., buyers-sellers grain.*
Wells Co., The J. E., wholesale grain.*

SIoux CITY, IA.

Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.*

TOLEDO, O.

Produce Exchange Members.

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King & Co., C. A., grain and seeds.*
Southworth & Co., grain and seeds.*
Wickenhisler & Co., John, grain receivers, shippers.*
Zahn & Co., J. F., grain and seeds.*

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*

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Board of Trade Members.

Bedell Elevator Co., milling wheat.
Blood Grain Co., I. D., receivers and shippers.
Smith McLinden Grain Co., wheat, corn, kafir, millfeed.
Simonds-Shields-Lonsdale Co., receivers and shippers.
Wichita Terminal Elevtr. Co., general grain and elevtr.*

WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.*

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CONSIGNMENT SPECIALISTS
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WEEKLY REVIEW

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The farthest inland port towards the grain fields of the south and middle west.

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Two million bushels elevator capacity in the new Municipal elevator equipped with an automatic, electric car unloader and the elevator of the American Maid Flour Mills, both of which are on the Ship Channel and load directly into ocean-going vessels. Trackage adjacent the municipal elevator provides room for 3,500 cars, besides the terminal facilities of each of the railroads entering the city.

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Deal with any of the following firms, which are members of the Houston Merchants Exchange. Their membership is your guarantee of fair dealing.

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Grain and Feed.

Sigmund Rothschild Co., Inc.

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Beatty-Archer Co.,

Grain Brokers Only.

American Maid Flour Mills,

Flour Milling, Grain Exporting.

H. Dittlinger Roller Mills Co.

Flour Exporting.

J. E. Rogers,

Wholesale and Retail Poultry Feed and Grain.

J. E. Ervine & Co.

Wholesale Grain.

Saint & Co., Inc.

Grain and Mixed Feeds.

E. C. Downman Grain & Hay Co.

Wholesale Grain, Feed and Hay.

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MINNEAPOLIS

DULUTH

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CHICAGO

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Shippers of

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Elevator Capacity 2,000,000 Bushels

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Wholesale Grain.

The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

Farmers Union Mlg. & Elev. Co.

Millers and Grain Merchants.

38th and Wynkoop Sts.

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We operate 30 elevators in eastern Colorado.

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BUFFALO

Corn Exchange
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Buffalo, N. Y.

Armour Grain Co.

Grain Merchants
Buffalo, N. Y.

CARGILL GRAIN CO., Inc.

821 Chamber of Commerce
BUFFALO, N. Y.

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Members

KANSAS CITY

Board of Trade
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Consignments
and Futures
48 Years

B. C. Christopher & Co.

KANSAS CITY MO.

Buyers and
Shippers Kaffir,
Feterita, Milo
Maize, Mill Feed

C. N. D. QUOTATIONS

A complete record of C. N. D. or Radio Market Quotations is invaluable for ready reference.

Each sheet is headed "Board of Trade Quotations for Week Commencing Monday 192...." Columns are provided for three Wheat options, three Corn, three Oats, three Rye and two Barley. Spaces for the market hourly and at close. Closing prices for previous week are listed at top.

Sixty sheets, printed on bond paper, 9 1/2 x 11 1/2, are well bound in book form, with flexible pressboard covers—a year's supply. Order Form 97-B. Price \$1.00. Weight 14 oz.

GRAIN DEALERS JOURNAL
300 South La Salle St. Chicago, Ill.

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Grain Commission

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CONSIGNMENTS

201-2 Board of Trade KANSAS CITY, MO.

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FORT WORTH

is still the fastest growing market in the entire southwest. Fort Worth has 12 trunk lines running direct into the city and at present is practically assured of 2 more trunk lines serving a heretofore untouched source of supply from the vast wheat producing sections of the Texas Panhandle. Fort Worth enjoys unusual transit and diversion privileges which are given it on account of its geographical location.

No other point in the southwest possesses the storage facilities found here and no other southwest market can compete with Fort Worth until they match its facilities.

The large handling facilities of this market are available to all thru the services of the firms listed below, who are members of the

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Brokers, Consignments, Demand Draft Only

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Receivers, Shippers, Consignments, Futures

Uhlmann Grain Co.,

Domestic, Export, Futures

Transit Grain & Commission Co.,

Consignments, Brokerage, Merchandising

E. M. Rogers Co.,

Strictly Brokerage and Consignments

Terminal Grain Co.,

Grain, Hay and Millfeed

Bewley Mills

Flour, Poultry and Stock Feeds, Grain

Smith Bros. Grain Co.,

Grain, Hay, Specializing in Texas Red Oats

West Grain Co.,

Consignments, Merchants, Brokers

James E. Bennett & Co.,

Grain, Stocks, Provisions

The Fort Worth Elevators Co.,

Grain Merchants, Public Storage

Universal Mills,

"Superior Feeds"

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Brokerage and Consignments

Henderson Grain Co.,

Consignments, Brokerage

R. I. Merrill,

Dealer, Consignments

Dorsey Grain Co.,

Strictly Brokers—Consignments, Mix. Fd. Ingredients

Gladney Grain Co.,

Dealers in Grain, Consignments

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Export, Brokerage, Consignments

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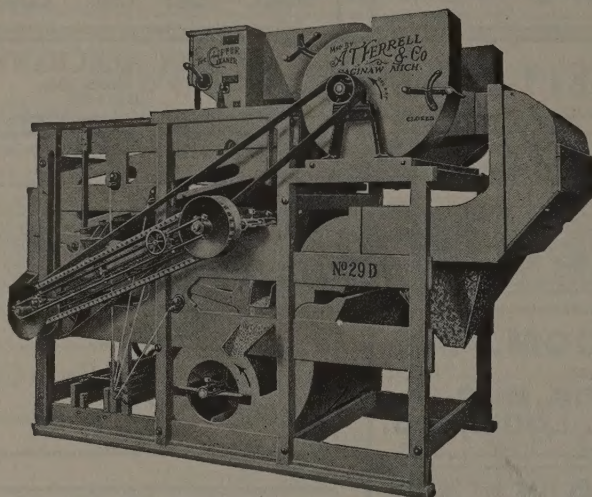
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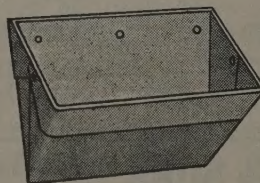
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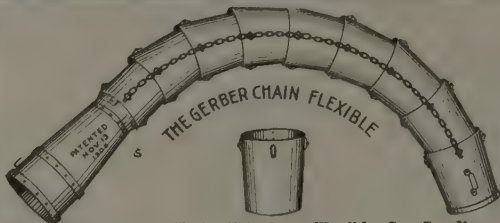
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Grain Elevator Equipment



Minneapolis "V" Elevator Bucket

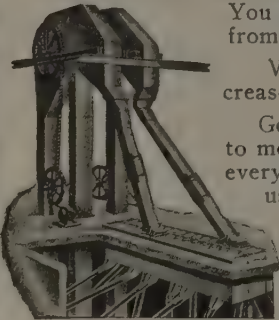
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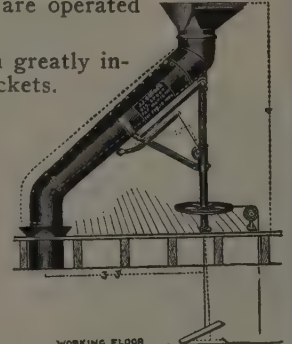
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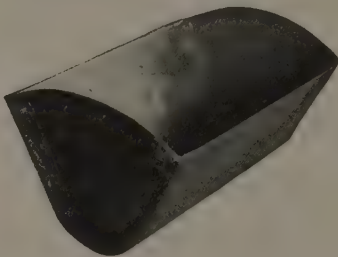
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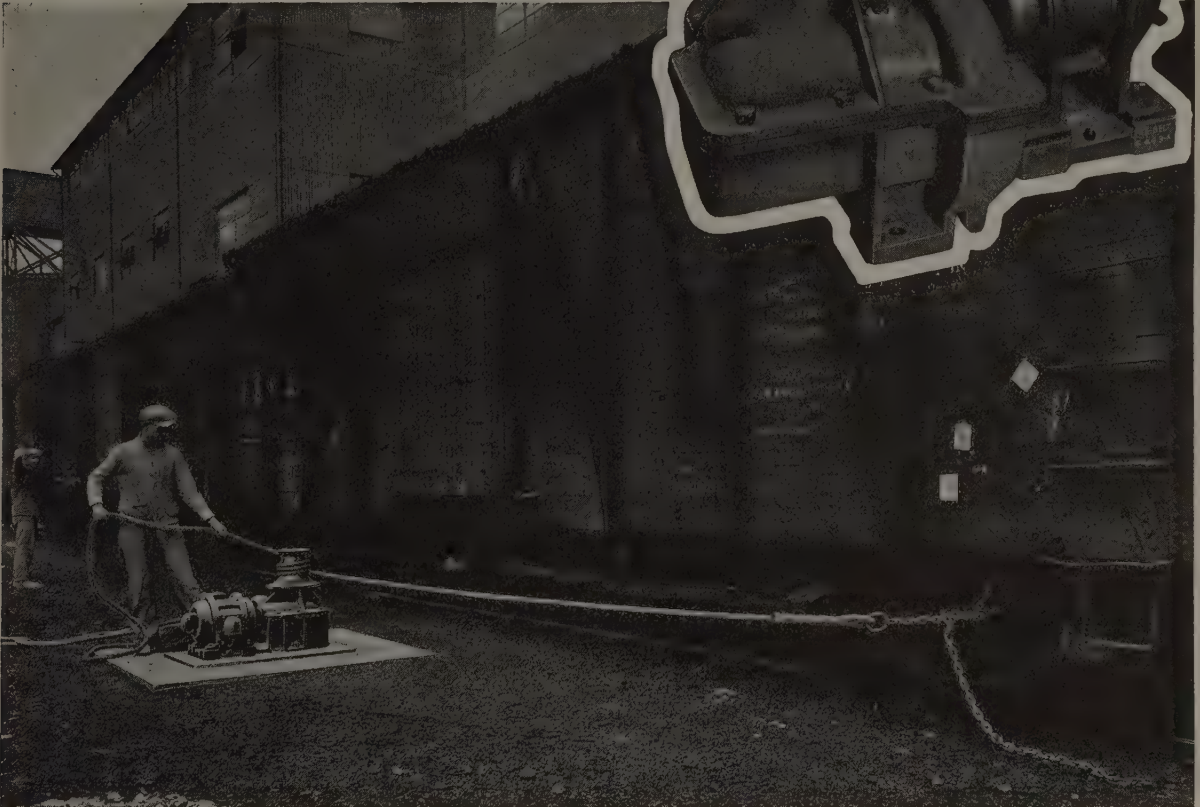
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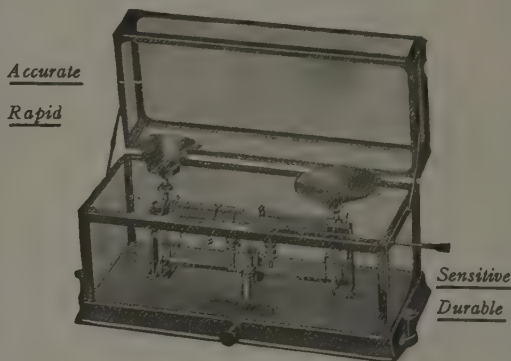
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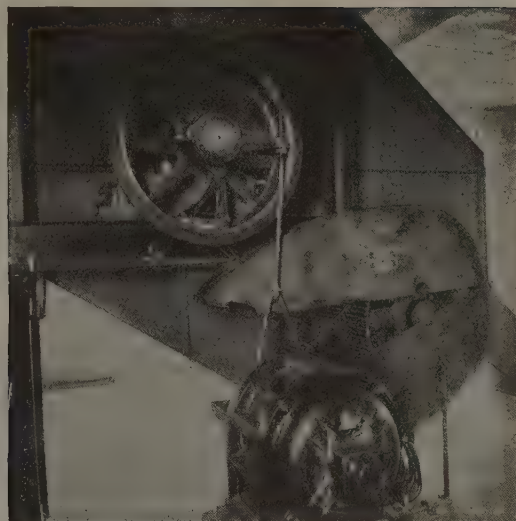
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Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

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Transmission Engineers experienced in your problems are always ready to serve. Have you seen Bulletin No. 28 illustrating and describing Morse Drives in many grain elevators?

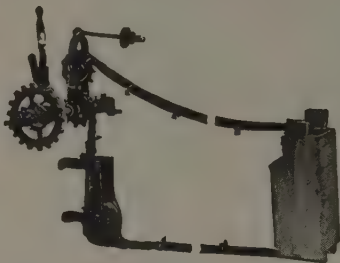
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The U. S. Chain Conveyor and Feeder
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The "V" bucket completes a U. S. Sheller installation by giving the increased elevating capacity required. Manufactured in all sizes with dies stamping the bucket at one operation from a single sheet of metal.

Priced accordingly.

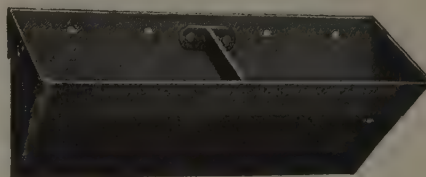
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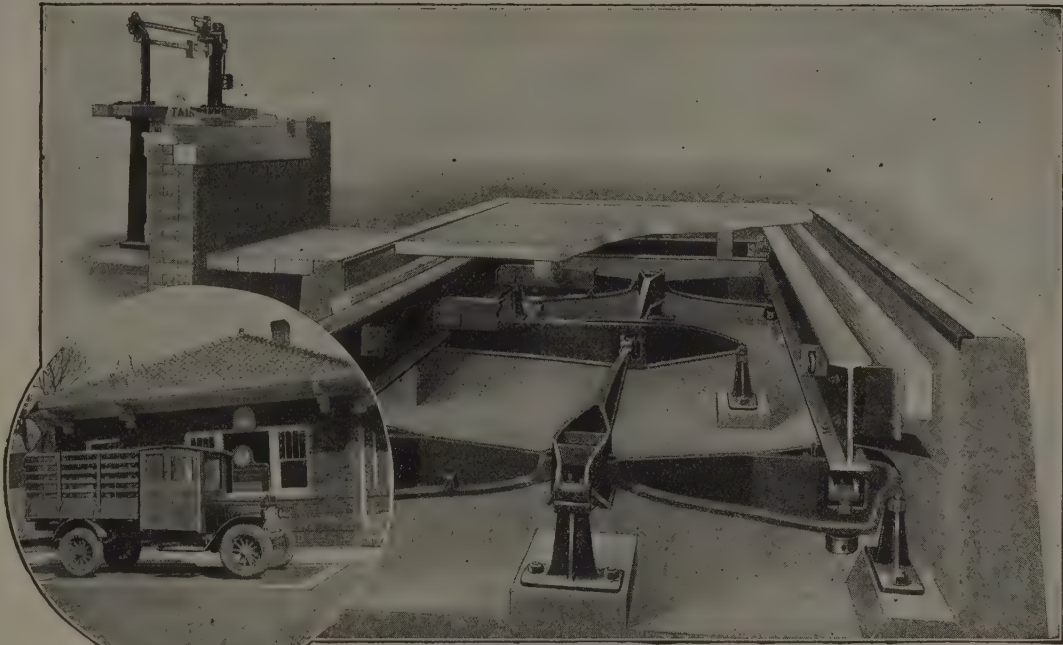
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Grain Dealers Journal, 309 So. La Salle St., Chicago



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WILL NOT
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Better prepare now,
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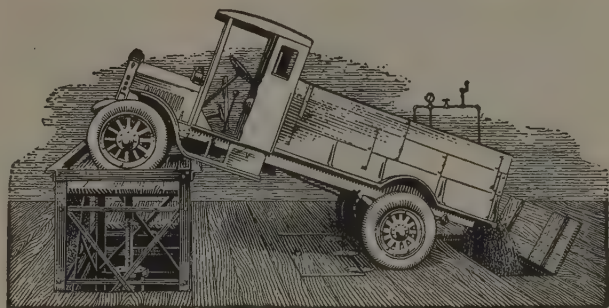
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**Will give you real "service"
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Kewanee Features**

A Better Compressor

Built in our own factory, especially for elevator service, with extra large bearings and extra heavy throughout. The interior parts are Ford size so that repairs can be had quickly and cheaply at almost any cross roads.

Roller Bearing

The lift slides up and down, smoothly and easily (without jerks) on steel roller bearings. Hence it requires less power, and lasts longer.

***Dumps Trucks, Wagons
or Sleds into either side
of a divided pit***

Ask us for our special plans showing how trucks, wagons and sleds can be dumped into either side of a divided pit *with one Kewanee Lift.*

WHEN you install a Kewanee you install a piece of equipment that, with proper care, should *last as long as your elevator*—a truck dumping device that is built with only one idea—the best that can be made, regardless of price.

It is all steel, except the platform. Hence there is nothing about it to rot, or warp out of shape. **The first Kewanee Lift built is still in "service"**—after doing duty in several elevators—and from all appearances will be good for many more years.

Yet hundreds of installations prove that the total installed cost of a Kewanee **is never more, and is usually less,** than for any other reliable device.

Kewanee Implement Company

Kewanee, Illinois

**Southwestern Distributors
Fairbanks, Morse & Co.
Kansas City**

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R. R. Howell & Co.
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The "HALSTED" HAS NO EQUAL



No Seal Rings
Scientific

Positive Feed
Economical

Wick Oiler Bearings

Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

THE ENGELBERG HULLER CO.

Incorporated

SYRACUSE, N. Y., U. S. A.

DREADNAUGHT EAR CORN CRUSHER



SUPERIOR CONSTRUCTION

Compare the Dreadnaught Crusher with the old style upright machine! The complicated machinery and poorly fitting parts of the latter inevitably result in lost power, uneven product, and high cost of operation. A glance will tell you the superiority of the Dreadnaught, and a trial will prove it.

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BRYANT ENGINEERING COMPANY

PORT HURON, MICHIGAN

*For Greatest Profit In
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UNIQUE BALL BEARING ATTRITION MILL

MORE and BETTER
Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramping device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

ROBINSON MFG. CO.

42 Robinson Bldg.

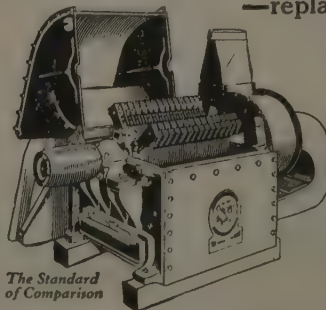
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Grinds Any Feed to Any Degree of Fineness

The "Jay Bee" delivers larger capacities with less horse power than any other mill. The "Jay Bee" has no burrs, no knives, no rolls, no breaker plates. Manganese steel hammers, each having sixteen cutting edges reduce friction to a minimum—keep up-keep cost down—replacement parts few.



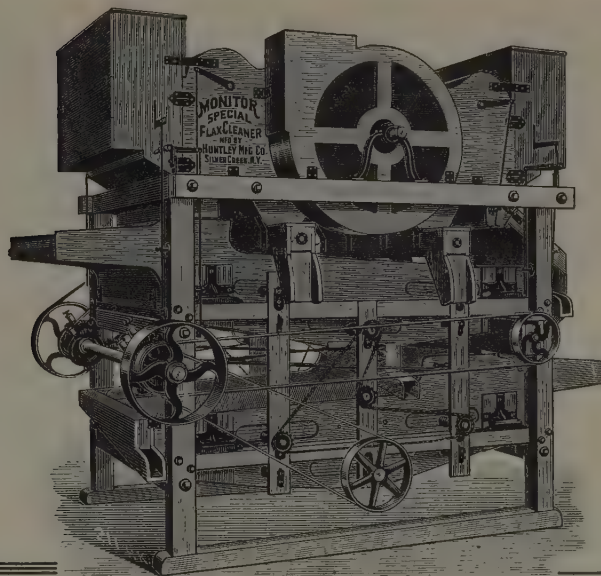
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of Comparison

Beware of imitations. All infringements will be vigorously prosecuted.

Investigate today.
Write for full description and prices.

**J. B.
SEDBERRY
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AS TO THE FLAX THAT YOU SHIP OR USE

In either case, inefficient cleaning costs you money, usually a lot of it, in time. The majority of the Flax people know this and that is why they use the MONITOR. But do they use it? Well, you can call at most any Flax Cleaning plant and you will find the MONITOR doing business and this is true of a large percentage of the Flax plants of the World. And it is doing "business" so well that it will always be the standard of these people. We want you to get this experience. Arrange to have your next Flax Cleaner a MONITOR.

This is important, from the viewpoint of your interests.

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Are the most efficient on the market

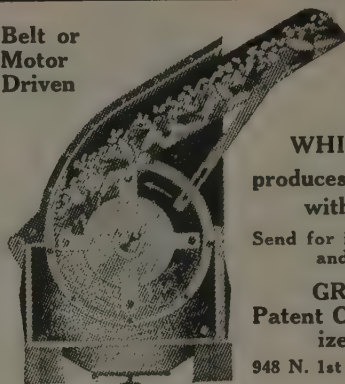
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from mines or nearby stocks.

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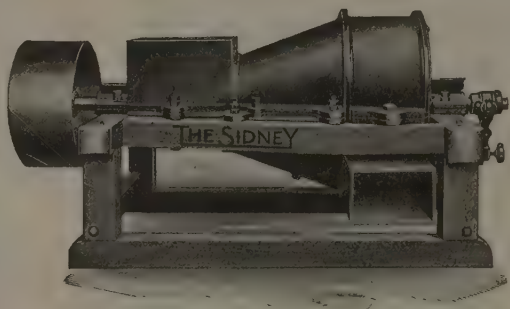
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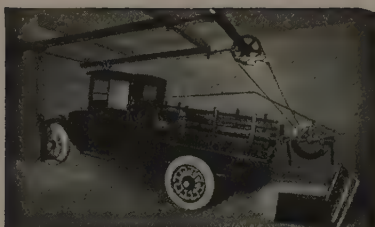
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Bearing shipper's name and consecutive numbers.

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Cover's Dust Protector

Rubber Protector. \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.
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Opposite Tourist Bureau on
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The Northwest's Finest Hotel.
600 rooms with bath or connecting.

Every room an outside room.
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3 Blocks from both Depots, Retail Center and Wholesale Center.

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cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

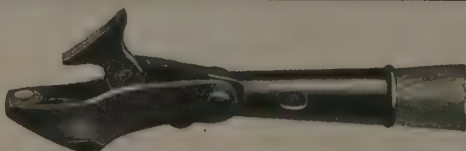
KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

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THE NEW BADGER CAR MOVER

30 DAYS'
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Will spot your cars cheaply, easily and without delay.

Its patented features and quality materials make it the most efficient and durable mover being sold.

Try it out for thirty days in your plant, freight expenses paid by us.

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Form 51 duplicating, size 5½x13¾ inches is formed of 100 pages of white bond paper for the 500 original tickets, machine perforated for easy removal, 100 yellow post office paper for the 500 originals which remain in the book and 4 sheets of carbon paper bound in back. Each ticket provides spaces for "Number, Date, Load of, From, To, Grosslbs., Tarelbs., Netlbs. Net, bus., \$. Due to or order, Weigher.

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Grain Dealers Journal

309 So. La Salle St.

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Grain Elevators, Transfer Houses,
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Grain Elevators a Specialty

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Designers and Constructors
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Specialists in
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Our elevators stand every test,
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Any Size or Capacity
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Designers of

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Preliminary Sketches and Estimates,
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For elevator and mill supplies we
issue a net price catalog. If in
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It is the returns from advertising that
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SOME GRAIN DEALERS have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.



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Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.
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Offices: Fort William Ont., Duluth, Minn. Minneapolis, Minn.



Missouri Pacific Railroad Co.

2,500,000 Bu. Concrete Grain Elevator

St. Louis, Mo.

DESIGNED AND BUILT BY

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Engineers and Constructors
323 N. Michigan Ave. Chicago, Ill.

Operated by
The Eastern Grain,
Milland Elevator
Corporation



Concrete-Central
Elevator, Buffalo, N. Y.
Capacity
4,500,000 Bushels

Designed and Built by Monarch Engineering Company Buffalo, N. Y.

Capacity
3,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

Pennsylvania R. R. Elevator, Baltimore—The Most Modern Elevator in the World

Designed and Constructed by
James Stewart and Company, Inc.

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2,500,000 Bu. Terminal Grain Elevator

Designed for

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BY

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Kimbell Milling Company Elevator Fort Worth, Texas

Total capacity 800,000 bushels

First unit including headhouse with 550,000 bus. storage completed 1924; second unit of 250,000 bus. storage completed early in 1925.

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**Capacity
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DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

There's a Reason

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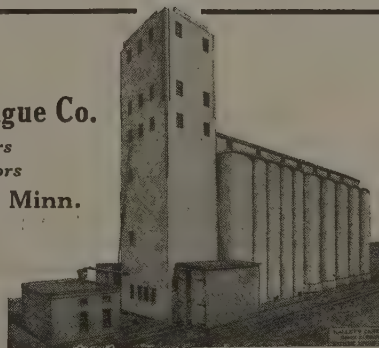
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**Hallett & Carey Co. Elevator
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The rate for advertisements in this department is 25 cents per type line each insertion

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CENTRAL ILLINOIS—Two elevators for sale; money makers; good grain territory. Address Box 805, Lewistown, Illinois.

MANNING, IOWA—36,000 bu. elevator for sale at auction June 19th. For full particulars write Chas. Barton, Manning, Iowa.

OKLAHOMA—18,000 bu. elevator for sale in the best wheat belt of Oklahoma, 100 bbl. mill in connection. If interested address 56J3, Grain Dealers Journal, Chicago, Ill.

KANSAS—10,000 bu. cribbed elevator for sale in the cream of Kas., where crops never fail. Priced right, any reasonable terms. Address 56J18, Grain Dealers Journal, Chicago, Ill.

EASTERN SOUTH DAKOTA—Two 25,000 bu. elevators for sale; cribbed construction; gas engine; on C. M. & St. P. R. R.; first class condition. Address 56K12, Grain Dealers Journal, Chicago, Illinois.

KANSAS—20,000 bu. frame elevator on main line of the Santa Fe, west of Hutchinson, for sale, including 50 barrel flour mill equipment and warehouse. Electric power. Address 56L3, Grain Dealers Journal, Chicago, Ill.

NORTHERN INDIANA—Fully equipped electric drive grain elevator with feed store and coal yard for sale; down town location; established business 15 years. Address Francis K. Bowser, Attorney, Warsaw, Indiana.

KANSAS—14,000 bu. capacity iron clad elevator for sale; truck dump and blower to collect all dust and clean wheat as elevated; in heart of the hard wheat belt; wheat crop prospects good. Price \$7,600. Address Geo. S. Stullken, Bazine, Kansas.

OKLAHOMA—12,000 bu. elevator for sale, electrically equipped, truck dump, in best grain land in state. Fine competition; sidelines, flour, feed, coal; main line R. I. Must sell at once. Dirt cheap at \$7,000. Address 56C14, Grain Dealers Journal, Chicago, Ill.

N. W. ILLINOIS—40,000 bu. elevator for sale on C. G. W. R. R. Electric power; up-to-date machinery; sidelines feed, seed, coal, salt, etc. No competition except in coal. Fine business—excellent location—good price. Sickness reason for selling. Address 56L11, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—Two modern elevators for sale on I. C. Ry. One 40,000 bu. capacity; good territory; other interests reason for selling; might consider trade or terms.

Other 35,000 bu. capacity; good town and competition; would consider trade for good Illinois farm. Address 56L15, Grain Dealers Journal, Chicago, Illinois.

FOR SALE

Wisconsin elevator located at Baldwin on the main line of the Chicago Northwestern Railroad. A modern feed mill is installed in the elevator and is well equipped to do custom grinding. Owner's death reason for sale.

Address Roy V. Junkman, Administrator, Ellsworth, Wis.

ELEVATORS FOR SALE.

WEST CENTRAL ILLINOIS—40,000-bu. elevator for sale, on private ground, electric equipment. Address Box 47, Warsaw, Ill.

KANSAS—21,000 bu. elevator, coal, salt and farm machinery business for sale. Average receipts 21 years 97,548 bus. Address The Pearl Town & Merc. Co., Pearl, Kansas.

CENTRAL IOWA—Grain and Coal Business for sale located on the M. & St. L. R. R. Capacity 30,000 bushels. No competition. Address 56K28, Grain Dealers Journal, Chicago, Ill.

CENTRAL OHIO Grain Business for sale with sidelines—offered until July 1st. Wonderful opportunity to secure large money making business with a future. Address 56L12, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—22,000 bu. cribbed elevator in best grain territory of Central Ill. Good coal business in connection. Everything in excellent repair. Account of other business will sacrifice at \$7,500 and give liberal terms. Address 56K6, Grain Dealers Journal, Chicago, Ill.

GRAIN AND COAL BUSINESS FOR SALE.

INDIANA—Modern elevator property in fine location, good railroad facilities, in good wheat, corn and oat territory, wheat looking fine. Property for sale at less than half price. Best of reasons for wanting to sell. A real elevator as well as a real bargain. Address 56J11, Grain Dealers Journal, Chicago, Ill.

BLAINE COUNTY, OKLAHOMA.

Fully equipped elevator on Rock Island lease, double elevator 14,000 bu. capacity, warehouse 50,000 bu. capacity, chop and meal mill. Best grain point in Oklahoma's granary. Suitable terms to responsible party. Phone Walnut 3065. Address L. L. Klein, 227 American National Bank Bldg., Oklahoma City, Oklahoma.

NORTHERN INDIANA—18,000 bu. elevator and feed mill for sale in small town, electrically equipped, all modern, sidelines coal, feed, flour, seed, hay, straw, in fact everything in farmers line. No competition; making 15 to 20% on investment; the best business ever offered. Wish to retire from business. Address 56F14, Grain Dealers Journal, Chicago, Ill.

TEXAS PANHANDLE—On the Shattuck branch of the Santa Fe, 15,000 bu. strictly modern grain elevator for sale, equipped with Hall special leg, manlift, truck and wagon dump, 10 hp. Fairbanks-Morse Engine. Largest wheat crop in history awaiting harvest. This plant located on private ground. A snap. Write 56J26, Grain Dealers Journal, Chicago, Ill.

LINCOLN, NEBRASKA—Terminal Elevator for sale; 90,000 bu. capacity; reinforced concrete throughout; low insurance; electric power; modern equipment—grain drier, cleaners, etc. Favorable trackage on all railroads. No incumbence. Liberal terms of payment. An ideal terminal elevator, so completely equipped one man can operate ordinarily. Formerly property of Ewart Grain Co. For details address Mrs. J. S. Ewart, 2727 "F" St., Lincoln, Nebr.

ELEVATORS FOR SALE.

MENNO, SOUTH DAKOTA, Elevator for sale. Address H. Hafner, Alpena, So. Dak.

INDIANA elevator, hay house and coal sheds for sale with new 10-ton truck scales. Good reason for selling. Address Andrews Equity Exchange, Andrews, Indiana.

SEVERAL GRAIN ELEVATORS for sale at small stations in Northern Illinois, also handling lumber, coal and other sidelines. Holcomb-Dutton Lumber Co., Sycamore, Ill.

NORTHERN IOWA—Elevator property for sale in good territory and an old established business. Price very reasonable. Address 56L7, Grain Dealers Journal, Chicago, Ill.

INDIANA grain elevator and coal business for sale in one of the best grain sections of the state. Elevator in first class condition. Sell on terms or would consider some trade. T. B. McDonald, 202 Andrew Bldg., La Porte, Ind.

KANSAS—New modern 15,000 bu. grain elevator and warehouse for sale, on main line of R. I., in city of 800 in Mill Creek Valley. Electric light and power; good schools and churches; crop prospects excellent. Address Jas. O. Dougan, owner, Paxico, Kansas.

WESTERN OHIO—12,000-bu. elevator for sale; electrically equipped; 4 concrete storage tanks, balance wood; storeroom, coal bins, feed room; 4 acres ground; 7-room residence; on Big 4 Ry. Good business, priced right. Write 56H4, Grain Dealers Journal, Chicago, Ill.

WISCONSIN—20,000-bu. elevator, warehouse, feed, feed grinding and seed business for sale; electric power; full equipment. Ideal location on main line Q. Ry. between Twin Cities and Chicago; prosperous dairy section; long established business. Real opportunity. Bargain. Address F. J. Bohri, Fountain City, Wis.

NORTHEAST OKLAHOMA—20,000 bu. elevator and feed mill for sale. Transit privileges, two railroads, electric power. Crop failure unknown; wonderful prospect for crop of small grain; one other elevator; good competition; usually handle 100,000 bus. of grain; our market is all in the south; the trade don't know what we sell for. Well established and a money maker. If you want a good elevator this will fill your requirements. Address 56K16, Grain Dealers Journal, Chicago, Ill.

BARGAIN IF TAKEN AT ONCE—Someone is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATORS FOR SALE OR LEASE

INDIANAPOLIS, IND.—Reinforced concrete grain storage elevator, equipped with dryer. 150,000 bu. capacity; adequate railroad facilities. Address Falender Realty Company, Indianapolis, Ind.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

Terminal Transfer Elevators

For sale in Chicago District; small; fully equipped with cleaners, clippers and sulphuring machinery; first class condition, now operating. Storage capacity 125,000 bushels; handling capacity 25 cars daily. Going concern with established business that will go with elevators. Address 56F30, Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITY WANTED.

WANT TO LEASE or take interest in elevator at good station; prefer Iowa or Ill. Write 56L21, Grain Dealers Journal, Chicago, Ill.

WANT TO LEASE grain elevator in wheat belt. Prefer Kansas or Oklahoma. Address 56J31, Grain Dealers Journal, Chicago, Ill.

WANT TO LEASE, manage or buy part interest in a good grain business; 15 years' experience. Prefer Ind. or Eastern Ill. Address 56L14, Grain Dealers Journal, Chicago, Ill.

LOAN WANTED.

WANTED a loan of \$4,750 on 9,000 bu. elevator, electrically equipped, located in the corn and wheat belt of Eastern Colorado on Missouri Pacific Railroad. For further information address C. H. Helms Grain Co., Eads, Colo.

MILLS AND ELEVATORS FOR SALE.

MISSOURI Flour Mill and Elevator for sale. Address Herman Blumer, Berger, Mo.

FOR SALE—50 bbl. Marvel Mill and 10,000 bu. elevator combined, with oil engine power. Price \$7,500. For full particulars address Sumner Mill & Elevator Co., Sumner, Nebraska.

CENTRAL INDIANA—3 story brick, 75 bbl. N. & M. sifter mill with 50,000 bu. elevator for sale; fine wheat territory; private ground; N. K. P. road. Real opportunity. Address J. J. Batchelor, Sharpville, Ind.

SOUTHERN INDIANA—A real bargain in mill and elevator, residence, barn and four lots, all for the sum of \$8,500; one-half down and balance on easy terms. Splendid opportunity for one with small capital wishing to get into business for himself. Address 56K7, Grain Dealers Journal, Chicago, Ill.

MILLS FOR SALE.

FOR SALE—Flour and corn mill, electrically driven; cap. 125 bbl.; located in heart of coal fields. Will sell as a whole or machinery, belting and motors separate. For particulars inquire Ashland Milling Co., Ashland, Ky.

BUSINESS OPPORTUNITIES.

ILLINOIS—An established feed grinding business and plant for sale. For further information write John W. Cooper, Byron, Ill.

N. E. OHIO—Best lumber, coal and feed business for sale or lease; B&O RR. Numerous outside interests reason for selling. Write 56K29, Grain Dealers Journal, Chicago, Ill.

FOR SALE—A controlling interest in an old established business dealing in hay, grain, salt, flour and coal; also a gasoline agency. Full particulars if interested. Address Box 518, Silver City, New Mexico.

FOR SALE OR LEASE: Up to date Molasses & Dry Mixed Feed Plant, 20,000 bu. storage, all new bldgs. and machinery. Big Dairy and Poultry business, both local and car lots. Write care of Box 236, Weatherford, Texas.

SITUATION WANTED

WANTED position as manager grain elevator; 15 yrs. experience; good references. Address 56L25, Grain Dealers Journal, Chicago, Ill.

POSITION wanted as country grain buyer; understand lumber and other sidelines; 20 years' experience. Address 56K22, Grain Dealers Journal, Chicago, Illinois.

WANTED—Position as manager grain elevator; 20 years' experience; understand sidelines; good bookkeeper; references. Address 56J20, Grain Dealers Journal, Chicago, Ill.

GRAIN INSPECTOR and Protein chemist wants inspection position in growing market on independent or contract basis about July 1st. References on request. Address 56L5, Grain Dealers Journal, Chicago, Ill.

POSITION wanted as manager of grain elevator in good territory by young man with 7 years' experience. Desire a station with a large volume of business. Address 56L7, Grain Dealers Journal, Chicago, Ill.

POSITION as manager of country elevator or solicitor wanted by married man with 12 years' experience managing elevators with all sidelines. Reason for change, elevator's sold. Write 56H16, Grain Dealers Journal, Chicago.

POSITION wanted as second man in Farmers Elevator; experienced, good judge of grain, good bookkeeper. Would consider position with Line or Independent; married; age 40. Address 56G24, Grain Dealers Journal, Chicago, Ill.

FARMERS ELEVATOR MANAGER with good record for making money desires position with good Co. Good accountant and grain man; 15 yrs. exp. in grain, coal and all sidelines. Address 56L30, Grain Dealers Journal, Chicago, Ill.

WANTED position as manager of country elevator; 13 years' exp. with farmer and line companies; understand books, sidelines, hedging; age 45; speak Scandinavian languages; prefer the Northern States; furnish reference and bond. Thos. C. Lorenzen, Powell, Wyoming.

POSITION wanted as elevator manager anywhere in corn belt; 12 yrs. managing exp., last 8 with Farmers Elevtr. Thoroughly familiar with profitable hedging and carrying charges and will not speculate; exp. in all sidelines; good bookkeeper; married; age 36. Reason for change, want salary based on profits. Address 56L4, Grain Dealers Journal, Chicago, Ill.

POSITION wanted by married man 27 years of age, 8 years' experience in grain, feeds, seeds, coal; thoroughly acquainted with the business, have been active in management; 4 year high school and 2 years' college education; bookkeeper; typist; experienced in transit privilege; references. Address 56K19, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED MAN wants position with good grain, feed or milling concern requiring technical knowledge of grades, feed mixtures and formulas, or milling mixtures, flour quality and makers' requirements. Fifteen years' experience in grain, feed and milling work. Specialist in poultry feeds and poultry educational and demonstration work, and practical live stock feeding, breeding and production. References on request. Address 56L8, Grain Dealers Journal, Chicago, Ill.

LICENSED Federal grain inspector with 12 years' grain experience, including Pacific Northwest, hard spring wheat, soft winter wheat and hard winter wheat territories, wants position after July 1st in inspection department or with some live progressive grain or mill firm. Ten years in cereal laboratories for flour and feed mills and understand mixing and blending, wheat for export, also for milling mixtures and especially mixtures for high grade bakers' flour. Married; steady; 6 years in present position; best of references. Address 56L10, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

WANTED—Full licensed grain inspector for an elevator in Southern Ohio. State salary and give reference in first letter, also when you can report for duty. Address 56L28, Grain Dealers Journal, Chicago, Illinois.

WANTED—A man experienced in caring for, and repairing country elevators, attrition mills, scales and all around usefulness. To start on or before July 1st. State salary in application. A. D. Hayes Co., New London, Iowa.

SCALES FOR SALE.

ONE RELIANCE Portable Bagging Scale in fair condition—cheap. Address Melik Hirmon, Ulysses, Nebr.

PORTABLE BAGGING SCALES—3 Richardson Automatic in excellent condition. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

SECOND HAND SCALES for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

4 BU. RICHARDSON Scale in good condition; also latest type Sonander Scale which has been used but very little. Reason for selling, replacing both scales with larger automatic scales. Address North Iowa Grain Company, Mason City, Iowa.

SIX FAIRBANKS Hopper Scales, 1600 bu., with type registering beam for sale, good as new. They are coming out of grain elevators we are now dismantling for the Santa Fe Ry. Co., Argentine, Kas. We will guarantee same to be complete and in good working order. Will sell one or all. J. Goldberg & Sons Struc. Steel Co., 800 E. 18th St., Kansas City, Mo.

SCALES WANTED.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

MACHINERY WANTED.

QUOTE LOWEST PRICE with full description good used corn sheller and steel corn cutter. Also 24" or larger attrition mill. Address 56L6, Grain Dealers Journal, Chicago, Ill.

WANTED—One single shoe Clipper Cleaner 42 in. x 60 in. screen surface equipped with suction fan and traveling brushes. One single shoe Clipper Cleaner 34 in. x 42 in. screen surface equipped with traveling brushes. One 28 foot elevator with belt and 4x5 cups. Two 28 foot elevators with belt and 3x4 cups. All must be in excellent condition. Address North Dakota Grimm Alfalfa Ass'n, Fargo, N. Dak.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4 1/2 x 7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.25 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

ENGINES FOR SALE

FOR SALE—12 hp. Fairbanks-Morse stationary gasoline engine; good working order. Graham Grain Co., Route No. 5, Streator, Ill.

GASOLINE AND OIL ENGINES of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

FOR SALE—A 20 H. P. Fairbanks-Morse Oil Engine, generator and two motors. Can be seen at the Sulphur Grove School Bldg., 8 miles north of Dayton, Ohio. Address Mrs. C. E. Shepard, Clerk-Treas., Board of Education, Wayne Twp., Dayton, Ohio. R. R. 3.

REBUILT ENGINES AND SUPPLIES

We handle and rebuild oil and gas engines of all makes and all sizes from 1 H.P. to 500 H.P. and equip them for grain elevator service. New parts are put in wherever needed and these engines are guaranteed to give long and satisfactory service. Write us for prices which are about half the original cost.

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DAILY MARKET REPORT
Reliable Market Information
Your Subscription Solicited
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Cincinnati Grain & Hay
Exchange
Cincinnati, Ohio

MACHINES FOR SALE.

DREADNAUGHT Ear Corn Crusher for sale, like new. Too small for our use—half price. **THE DADMUN CO.**, Whitewater, Wis.

FOR SALE—One No. 137 used Standard Seed Cleaner, good as new. Capacity 200 to 300 bushels per hour. Address 56J13, Grain Dealers Journal, Chicago, Ill.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. **Standard Mill Supply Co.**, 501 Waldheim Bldg., Kansas City, Missouri.

BARGAINS—One ½ ton vertical mixer. One 9x18 3 pr. high roll. One 7x18 3 pr. high roll. **Grain & Coal Dealers Supply Co.**, Sidney, O.

MONARCH Ball Bearing Motor Driven Attrition Mill for sale, size 32", equipped with two 40 h.p. motors, like new, machine having run less than 12 hours—price \$1,175.00. Address 56L26, Grain Dealers Journal, Chicago, Ill.

MIDGET MILL for sale with scrubber, separator, various shafting, pulleys and other practically new machinery including 25 h.p. A. C. motor. What can you use? Address Bank of Ipswich, Ipswich, Edmunds Co., S. Dak.

ATTENTION, OAT CLIPPER.

One No. 10 Invincible Oat Clipper, including Out Board Bearing. Wire us for price on this. **Standard Mill Supply Company**, 501 Waldheim Bldg., Kansas City, Mo.

PRICED TO SELL—20 hp., 3 phase motor; combined corn sheller; overhead dump; large Cornwall Cleaner; fan discharge sheller; 25 hp., single phase, 60 cycle motor; large hammer feed mill. **W. W. Pearson**, West Point, Ind.

FOR SALE—1 Hess corn and grain drier new, never has been set up, capacity 1200 bu. per 24 hours, crated for immediate shipment. Bargain. I double stand 9x30 B. & L. Moline roll LePage cut. Address **Standard Mill Supply Co.**, 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—One complete set of used machinery for 500 bbl. flour mill consisting of separating, scouring, milling, sifting, packing, elevating and conveying machinery and steam power plant. Will sell either as a whole or any part thereof. Will furnish list of property upon request. Address 56L34, Grain Dealers Journal, Chicago, Ill.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

W. R. Leathers, Mgr.
9 S. Clinton St Chicago, Ill.

MACHINERY BARGAINS—1 37½ hp. type Y Fairbanks-Morse Oil Engine. 1 single phase motor, a few 30-cycle small motors, 1 75 hp. General Electric Motor, 1 40 hp. Westinghouse Motor.

ATTRITION MILLS—1 24" Monarch motor driven; 1 24" single head Bauer Bros. motor driven; 1 18" plain bearing mill; 1 14" Diamond Huller ball bearing mill; 1 24" Dreadnaught plain bearing.

Triumph Corn Sheller; 1 Hutchinson Corn Sheller; ½, 1 and 2 bu. Richardson Automatic Scales; 1 3-pr. high 9x24 Noye Feed Mill; 1 Vertical Ball Bearing Mixer (new); Roller Bearings; Clutch Pulleys; Clutches; Ball Bearing Tighteners; 1 Gedge Gray Mixer 2½ bbls. capacity; 1 Smith Exact Weight Scale; Roll Grinding and Corrugating a Specialty. **A. D. HUGHES CO.**, Wayland, Mich.

MACHINES FOR SALE

COMPLETE MIXED Feed Unit for sale. **Diamond Mills**, Evansville, Indiana.

ATTRITION MILLS

Two 22-in. double head Bauer Ball Bearing, motor driven, Attrition Mills. **Standard Mill Supply Co.**, Waldheim Bldg., Kansas City, Mo

WANTED to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

FOR SALE—18" used attrition mills. Several motors. Cast iron pulleys. Vertical mixers. Several cast iron boots. Corn shellers. **Sidney Grain Machinery Co.**, Sidney, Ohio.

REBUILT MACHINERY FOR SALE.

One 18 inch Monarch B. B. Belt Mill.
Three 24 inch Bauer B. B. Belt Mills.
Three 24 inch R. O. Munson Belt Mills.
Two 18 inch R. O. Munson Belt Mills.
One 30 inch Munson B. B. Motor Mill.
One 18 inch Halsted Mill.
One 18 inch Munson B. B. Belt Mill.
One 24 inch Unique B. B. Belt Mill.
One ¾-ton Batch Mixer.
Several Buhr Mills, various sizes and types.
Motors and transmission machinery.
Munson Mill Machinery Company, Inc.,
210 Seward Ave. Utica, N. Y.

FLOUR FOR SALE.

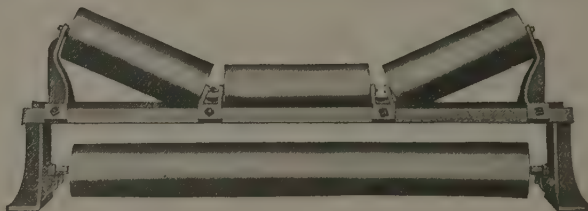
MIXED CARS OF FLOUR AND MILL FEEDS in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. **ANSTED & BURKE CO.**, Springfield, Ohio.

INFORMATION BUREAU.

READERS DESIRING to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.



If You Need HAY
write us for delivered prices



MONARCH ANTI-FRICTION BELT CONVEYOR IDLER

A **RUGGED**, power saving, alemite equipped roller bearing conveyor idler designed, not only to reduce grain handling costs, but also operating and maintenance expense.

This new Monarch Conveyor line is representative of the complete line of trippers, sheet metal work, power transmission and other grain handling equipment made by the Monarch Mill Builders.

Full information on request.

SPROUT, WALDRON & Co.

1202 Sherman St.

Muncy, Pa.

Chicago Office
9 S. Clinton Street

Kansas City Office
612 New England Bldg.



SEEDS FOR SALE—WANTED

Directory

Grass and Field Seed Dealers

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

COBURG, IOWA.

McGreer Bros., whole seed corn our specialty.

CONCORDIA, KANS.

Bowman Seed Co., field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Wolf Seed Co., wholesale field seeds.

Kraus & Apfelbaum, field seed dealers.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.
Northrup King & Co., field seeds.

ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

SEEDS FOR SALE.

COW PEAS, FANCY BLACKKEYE.

Write for samples and prices.

B. I. Holser & Co., Walkerton, Ind.

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds for Sale—Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8½x13¾ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43.

Price, \$3.25

Grain Dealers Journal

309 So. La Salle St., CHICAGO, ILL.

ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder Seeds, Sudan Grass, Soy Beans, Cow Peas
First and Victor Streets St. Louis, Missouri

COURTEEN SEED COMPANY

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LOUISVILLE SEED COMPANY

Incorporated
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Headquarters for
RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES

BUCKEYE BRAND FIELD SEEDS

Strictly No. 1 Quality

The J. M. McCullough's Sons Co
CINCINNATI OHIO

North American Seed Co.

MILWAUKEE, WIS.

CLOVERS—TIMOTHY
ALFALFA

Get our samples and prices before buying

KELLOGG SEED COMPANY

MILWAUKEE, WISCONSIN

FIELD AND GRASS SEEDS

MINNEAPOLIS SEED CO.

MINNEAPOLIS, MINN.

We are Buyers and Sellers,—TIMOTHY CLOVERS
MILLETS, Grass Seeds and Seed Grains

Send samples for bids. Ask for samples and prices!

RUDY-PATRICK SEED CO.

Alfalfa, Sudan
Millet and Cane

KANSAS CITY, MO.

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CLOVER AND TIMOTHY SEED—GRAIN

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Our AA Brands stand the test.
Ask the dealers who buy them.

Dealers in the

Clover, Alfalfa and Timothy

Seed Districts, mail us your samples. We are always in the market. Let's get going with one another.

Modern Methods

GRAIN DEALERS JOURNAL

309 So. La Salle Street, Chicago, Ill.

Gentlemen:—In order to keep posted on modern methods of elevator management, I wish to receive the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars.

Name of Firm _____

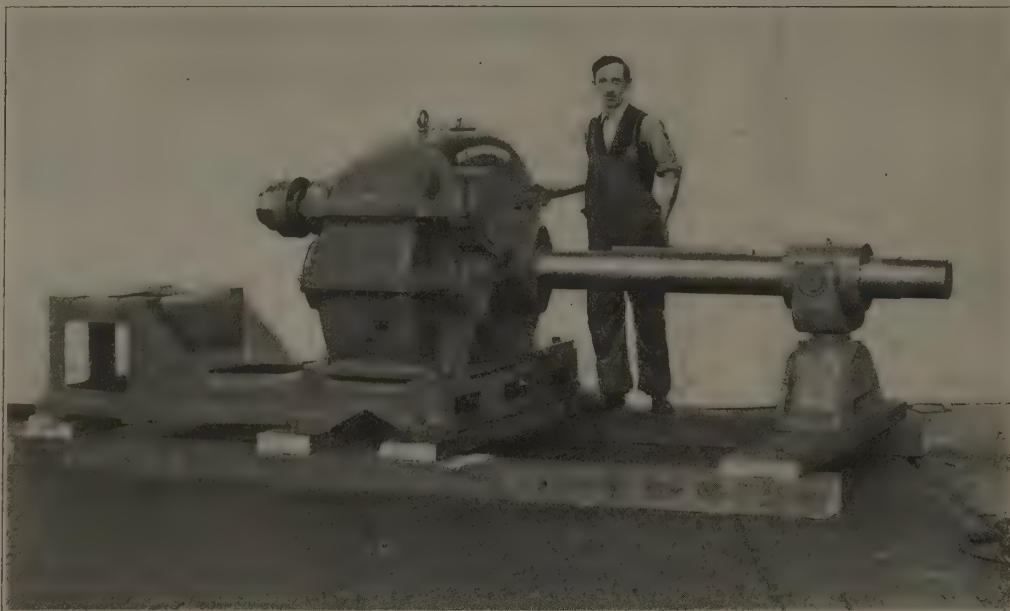
Capacity of Elevator _____

_____ bushels

Post Office _____

State _____

Use Universal Grain Code and reduce your Telegraph Tolls



Latest type 11D Falk Double Reduction Elevator Head Drive including—

1. Falk Herringbone Gears ;
2. Falk-Bibby Shock-absorbing coupling to motor ;
3. Motor Base ;
4. Falk High-Speed silent-roller backstop on pinion shaft which checks backward movement without the least shock or jar **before it begins** ;
5. Extended shaft for head pulley ;
6. Falk special universal outboard bearing with easy vertical adjustment by means of a single jack screw.

The Falk Corporation

Milwaukee

GRAIN DEALERS' JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

CHICAGO, JUNE 10, 1926

WILL YOU please read pages 584 and 585 of the Journal for May 25 and give us the answer.

MANY elevator men have been relieved of clover and timothy seed recently, so all careful operators are locking their plants securely before going home for the night.

HANDLERS of new wheat hauled to elevator direct from a combine thresher need to watch it lest it start to sweat in the bins, and if it does to keep turning or blow it.

THE BUYER who becomes afflicted with the price jumping fever every time he sees an extra load go to his competitor needs a daily dose of friendliness to make him more tolerant of the success of that competitor.

IF GRAIN elevator operators, who are grinding feed, would compile accurate statements of their grinding costs, many would advance their charges for this service to a figure that would make a profitable business possible.

A WET HARVEST will surely make a world of grief for the Southwest where many sections have been suffering from want of moisture. Now that the harvesters are at work, rain has begun to fall copiously in some sections.

A WRITTEN CONTRACT for the grain Mr. Farmer is now urging you to buy may save you a lot of worry as well as protect you against loss, should the market advance after you have contracted for the sale of grain bot, and Mr. Farmer deny or ignore the verbal contract.

RADIO markets should be recorded immediately they are received, because the average memory of man is too treacherous to be depended upon for all prices. A sheet ruled and printed for conveniently recording the market on each grain of interest expedites the finding of the figures when wanted.

ELEVATOR MANAGERS in Hastings, Mich., are encouraging the use of fertilizer in their section by donating fertilizer for test plots cultivated in the neighborhood by agricultural experimenters. This should serve to increase their sales of fertilizer as well as the production and shipment of grain from Hastings.

AS THE crop year is the grain dealers business year many income tax experts are advising dealers to schedule their profits for the crop year and thereby avoid a world of unnecessary figuring. It is easy to close your books when the elevator is empty, no grain is moving and all contracts have been closed or adjusted.

SEED STAINING regulations that some handlers of domestic clover seed hoped would keep out the foreign product may have the opposite effect, by promoting the importation of superior seed from France. Tests by the Ohio Experiment Station showed French seed to germinate 5 per cent higher than the average of all domestic seed.

THE SHORTAGE of food Candidate Lowden is worrying about will surely boost the prices of farm products and relieve the farmers of the wild impractical schemes the agitators and the politicians are proposing. When the growers of one kind of grain find the returns unprofitable they generally apply their acres to the production of something else.

BULK HANDLING of wheat in many sections of Oregon is meeting with the old-time opposition, although many of the grain dealers are already equipped to handle grain from farmers' wagons to cars in bulk. The narrow prejudice of the producers and the shippers seems to force them to hesitate despite the high price of bags which makes the handling of grain in bags much more expensive than in bulk.

RADIO equipment is being stolen from country elevator offices with such frequency cautious grain dealers are locking their apparatus in the vault. An improved radio receiving set is such a joy it is deeply coveted by every town loafer as well as by the more prosperous, so it behooves the grain dealer to hide or lock his radio. To advertise the possession of a superior receiving set is to broadcast an invitation for the pilferers and night prowlers to call.

A CHAMPION of dollar corn writing from Hubbard, Ia., demands that all country elevators shut down and refuse to ship any corn until the "price fixers" raise the price to a figure that will insure "a fair return to the producer." Such an embargo would bring joy to the corn growers of South Africa and The Argentine and to producers of substitutes everywhere else in the world. This relief remedy is just as impractical as many of the other wild proposals of the agitators.

AS THE NEW crop begins to move it would be well to check over your losses on last year's shipments of new or damp grain to congested markets. Grain well cleaned and put in prime condition before loading into a box car is sure to go farther without deterioration and command a higher price when it does arrive. Can you afford to take all the chances.

VERBAL CONTRACTS admit of so many misunderstandings, real and assumed, it is safe practice to reduce them to writing as quickly as possible. Telephone sales and purchases are so often warped and twisted by unexpected changes in the market that the prompt exchange of written confirmations affords the only protection against losses displacing expected profits.

REPORTS BY AUDITORS are not always a clear illumination of the facts, principally because there are so many incompetent "auditors" posing as certified public accountants. At a meeting of the Farmers Elvtr. Co. at Hennessey, Okla., recently, the stockholders adjourned the meeting until the auditor could attend and explain his own report as well as the condition of the company.

GRAIN BUYERS can well afford to pay better prices for wheat free from smut and weedseeds, because they can get better prices for it. By advising farmers of the heavy discounts charged against wheat shipments burdened with smut, weedseeds and other foreign matter and discounting all purchases accordingly they help to encourage the growers who market the better grain. If the farmers think they are not penalized for the low grades they will make no effort to produce better grain.

SMUT CAUSED the wheat growers of Nebraska such a heavy loss on all wheat of the 1925 crop shipped to market that enterprising citizens of the state have joined with the Omaha Grain Exchange, the Millers Ass'n and the Co-operative Grain Ass'n, in organizing a Wheat Improvement Ass'n for the purpose of encouraging better farming and securing more profitable returns to the wheat growers. This is a good move in which every grain dealer in the state should be an active participant.

THE CHIEF ENGINEER of the National Fire Proofing Co., in "Letters" this number takes exception to our publishing accounts of the failure of grain storehouses constructed of tile. The builders of concrete grain storehouses and steel grain tanks as well as the builders of wood elevators do not enjoy reading about the failure of one of their structures, but so long as they fail to give the dealer dependable protection for his grain we will be expected to tell of the failures, and will try to point out the reason of the failure. The grain dealer who reads with discrimination can profit largely by the experiences and convictions of his brother dealers and he expects to learn of them thru his favorite trade journal. We have never known of the complainant's company erecting a tile grain storehouse or have we knowledge of its supplying tile for such purposes, so Why is it interested in stopping the publication of tile failures?

ANY ARTIFICIAL stimulus to grain production by a subsidy or equalization fee is sure to result in the production of an unneeded surplus and lower prices. The help for the farmers now demanded by the loud-mouthed agitators would do them far more harm than good. The influence of demand on market prices correctly reflects the consumer's needs and his willingness to pay for grain. Increasing production by any other stimulus is sure to foster disaster.

INSTALLING standard lightning protection equipment is not a job for a jack-of-all-trades workman. Such an installation might earn a credit with your fire insurance company, but would not deceive the fiery fluid flowing from the heavens. If you really want lightning protection, as well as a lower fire insurance rate, let the job of providing and installing rods to an expert.

THE FARMERS CO-operative Grain Co. of Protection, Kan., is suing a casualty company for \$10,000 on an indemnity bond designed to protect the company against the misappropriation of funds by its employees. If the buyers of casualty policies would read more carefully the provisions of their policies and comply with all conditions they would get more protection and fewer disputes.

IT WOULD seem advisable for all inspection authorities to place a positive limit on the size of sample to be drawn from car for grading test. Inexperienced samplers might be suspected of engaging in the chicken feeding business as well as working for the local inspection authorities. Few departments draw more than two quarts as a sample for grading car's contents unless one section of the car contains grain widely at variance with the quality of grain in the rest of the car. Then two samples are drawn and are fully justified.

SUCCESSFUL grain dealers and exporters are in the possession of knowledge of crop conditions, price movements and markets not in the ken of wheat pools and amateurs. As the various markets rise and fall in and out of line they put on and take off hedges for a half million bushels, so that they have realized a profit of three to ten cents per bushel, altho as shown by a recent study of the Food Research Institute there has been no profit for the past three years in the Winnipeg-Liverpool wheat export trade, figured on the going freight rate and the average quotations at both ends.

ILLINOIS towns having more than one elevator number 467, and at these stations 1009 elevators are operated on a narrow margin, if any is realized. If all the elevators at each station were owned by one firm, it could well afford to provide faster handling, larger storage and better cleaning facilities as well as shrewder marketing ability than where the business is divided among two or more dealers, who are kept on the verge of bankruptcy by cut-throat competition. Consolidations of firms at these stations would affect many economies and help to stabilize the business with the result that all concerned would be greatly benefited.

INSURANCE against your legal liability for damage to the person or property of others does not encumber you with responsibility to search out these damages and injuries. It is much better to await the claim of the injured party and then send it on to your insurance company. Searching for such claims serves only to suggest and invite them. Repairing damages voluntarily often assuages the wrath of the injured party and stops claims for extravagant amounts not justified by the facts.

CARS LEAK grain in transit every month of the year, but according to figures compiled by M. H. Ladd, Chief Weigher of the Milwaukee Chamber of Commerce, the percentage of cars arriving in that market leaking is larger during July, August and September than for any other period, in fact the percentage leaking is maintained at 17% from the middle of July to the middle of September. This is the period for the most active movement of small grain. The time of the shippers and the box cars of the carriers are more completely occupied, so less care is exercised in the selection and cooping of cars. During the corn moving months of Dec., Jan., Feby. and March the percentage of cars arriving leaking dropped to 9%. With a little more vigilance and care on the part of car inspectors and grain shippers the percentage of leaking cars would be reduced every month. Shippers of small grain could effect a material reduction in the percentage of cars leaking by greater care in selecting, cooping and lining their cars.

The Value of Membership.

The value of membership in most of the grain dealers associations is prized by the individual members, because membership serves as a recommendation to others in the trade who know of the organization and its established policy. Many firms will more readily extend credit to the dealer who has printed on his letterhead, "*Member, Upright Grain Dealers Ass'n.*"

Recognizing the advantage of this slogan at the top of the business letterhead, some dealers have continued to use it long after they resigned from the Association, and some others have used it even after they were dropped from the membership roll, so this claim to membership on a letterhead is not always a dependable certificate of character.

Square shooters who drop out of an association do cross off the membership claim when they lose the right to use it, or else buy a fresh supply of letterheads. They realize that they can not afford to perpetrate a fraud on those to whom they send the stationery, and it would be decidedly embarrassing if some of their good friends in the trade were to consult an up-to-date membership list and find their claim to membership was false.

Merchants the world over will involuntarily look with suspicion on other claims if they find the claim to membership to be false. Pirates in all lines of business have used the ruse of false colors so long, the watchful trader prefers to confine his dealings to men who do not seek to gain his confidence by fraud.

The Associations owe it to the trade and to their members to use every influence to discourage the unwarranted use of the membership claim by frequently issuing revised lists of members to the trade, then the list will have more value to users, and membership will be of more value to the dealers composing each organization.

Farm Relief Legislation.

If any doubt remained that farm relief was the football of politics rather than the purely economic question it ought to be it has been dispelled by Congressional interest displayed in the results of the Iowa primaries this week.

The uppermost question has been whether a certain candidate was helped or injured in the primary by his work for farm relief. The small minority favoring farm subsidy and price fixing declare the losing candidate lost because he did not advocate farm relief. They take this position as a threat to other candidates that unless they work for the subsidy and price fixing they will be defeated at the polls.

The truth is that the defeated candidate did work for farm relief, and he was defeated because the voters in Iowa do not want the price of corn fixed by a governmental agency. The few agitators in Iowa make a great clamor for subsidy and would create the impression, that the farmers as a class want it, when they do not.

Out of 300 Ohio crop reporters in touch with the farmers and most of them farmers themselves who were circularized by the Ohio State Department of Agriculture only 75 replied that they favored the Haugen bill. Answer to the query was made by 155 reporters; 50 favoring the Aswell bill and 30 the Tinchin bill. Considering that the farmers are a minority of all citizens, and the consumers are more numerous the showing that only one-fourth of the crop reporters favored the Haugen bill is significant. It means that whenever the people have an opportunity to express their will farm subsidy and price fixing will be defeated.

The Haugen bill would place the government under the control of the co-operative organizations, the bill limiting the choice of managers to nominees of the agricultural interests. This is the same as allowing the railroad companies to nominate the members of the Interstate Commerce Commission, and permitting the heads of the trusts to name the federal trade commission. It is needless to say that such an arrangement eventually will work against the public interest.

Iowa is not so much a corn shipping as a hog raising state. The farmers who now are getting the highest price in six years for their hogs fattened with corn do not care about the price of corn. Many other feeders who always buy corn would lose by price fixing of corn upward.

Carried to its logical conclusion price fixing and export bounty would give the foreign artisans cheap food at the expense of the United States consumer, enabling the European to undersell the American manufacturer, forcing the American into the more profitable farm activity with consequent surpluses to be unloaded on the backs of the taxpayer.

Railroad Labor Under New Law.

With the old railroad labor law out of the way the organized railroad workers lost no time in presenting their demands for higher wages, secure in the knowledge that under the new law the public has no representation.

The only control the public has is thru the Interstate Commerce Commission indirectly. The commission may hold that an advance in wages constitutes improvident management under the Transportation Act and deprives the railroads of the so-called 5¾ per cent guaranty. This is probably the sole deterrent that moved the eastern roads recently to deny the increase.

The roads backed up their refusal to grant the trainmen the increase by showing that the pay of trainmen had not been decreased, altho the cost of the service rendered had been reduced by good management. Also they showed that while the wages have been steady or rising, the cost of living has decreased.

With the managements it is simply a matter of being able to raise the freight rates to take care of the increased wages, the public now having nothing to say. The new law throws away 30 years of effort to give the public control of wage agreements, and offers no protection against arbitrary interruption of train service. When he approved the bill the President said he would have preferred "some more definite declaration for the possible protection of the public, but should the operation of the plan demonstrate such protection is needed it can easily be supplied by a future Congress." Of course, the unions will kindly refrain from going on strike while Congress is not in session.

Under the new law adjustment boards are to be established by agreement to have jurisdiction over interpretation and application of rates. A board of mediation of five members is to be appointed by the President to intervene at the request of either party. When an unsettled dispute threatens to interfere substantially with interstate commerce the President is authorized to create an emergency board to investigate and report to him, that is all.

Protection Against Liens and Mortgages.

Grain dealers of Oklahoma and Kansas have been caused such a world of trouble by sharpers among the tenants who were disposed to sell grain, although it was covered by lien or mortgage, that they have been compelled to organize county associations and employ abstractors to make a search every week for new liens filed with the county recorder and send a copy to each member of the Association. By this co-operation the expense of this work is reduced to a figure that permits of all obtaining this protection cheaply.

The laws of most states are designed to make the grain dealer a sort of bad debt collector even though he buys grain openly in the regular course of his business. While the average grain dealer is very glad to give every protection within his power to the landlord or holder of the lien on tenant's crop, all are agreed that the holder of the lien on grain should at least be required to send written notice to the regular established grain dealers within a radius of 25 miles.

One watchful grain buyer at Tonkawa, Okla., who was imposed upon by a tenant from an adjoining county, is now being sued for the price of the grain delivered, by the bank holding the lien, although the farmer was paid for the grain upon its delivery.

Chattel mortgage laws of the various states do not differ widely, so it is incumbent upon the grain buyer to compile lists of all the growers of the territory adjacent to his station and chart the farms so he can be on the lookout for tenants, who are disposed to sell grain they do not own.

One Oklahoma dealer who bought 678,000 bus. of wheat last year is now contesting 19 claims for second payment which is enough to throw a streak of caution into the grain buying methods of any man who is paying out his own money.

Many farmers are suffering financially from wild speculation so that they are pressed by necessity to get every penny possible out of each bushel of grain and some of them, especially the tenants, do not scruple to take advantage of regular established grain dealers even when they know he is the best friend they have in the business world, so it behooves every buyer to scrutinize his list of customers more vigilantly than for years.

Shipper's Recoverable Loss Includes Profit.

The U. S. Circuit Court of Appeals on May 10, 1926, reversed a decision of the Minnesota District Court and awarded a coal dealer the full retail value of the shortage on a car of coal hauled from Royalton, Ill., to Minneapolis, Minn.

The lower court tried the case without a jury under a stipulation of facts agreed to by both parties, the plaintiff, P. McCoy Fuel Co., and defendant, Illinois Central R. R. Co.

The evidence was that the shortage of 5,500 lbs. could not be purchased in that quantity at the time of arrival for less than \$9.70 per ton. The circuit court said:

The suggestion of counsel for the defendant that the plaintiff had bought and could have bought a car load of 60,000 to 120,000 pounds of coal for \$5.50 per ton and freight and could have taken 5,500 pounds of that purchase to replace the coal the defendant lost is in our opinion neither relevant nor persuasive. No duty rested upon the plaintiff to purchase a car load of coal in order to restore the loss of the 5,500 pounds which the defendant's negligence inflicted upon him. Another contention of defendant is that the plaintiff is not entitled to recover the retail market value because that retail market value includes overhead storage, cartage, handling expenses of unloading and delivery and a retailer's profit. But there is no evidence or stipulation regarding the amounts of these items, no proof that they would have been incurred in making a retail sale of 5,500 pounds, nothing to show that this could not have been made without expense in the yard where the coal was to be delivered and there is a stipulation that the plaintiff could not have purchased 5,500 pounds and no more in the retail market in Minneapolis at that time for less than \$9.70 per ton.

The true measure of damages for the breach of a contract to transport and deliver coal or other like personal property at a certain place and time is the fair average market value at the time and place of delivery of such a quantity of like coal or other property as the contractor failed to deliver as agreed. It is the amount it would have been necessary for the shipper or owner to pay in the open market at the time and place of delivery for such a quantity and kind of coal or other property as the carrier failed to deliver as it agreed.

Under this rule the plaintiff, who could have sold this 5,500 pounds of coal at the market value in Minneapolis at the time it was agreed to be delivered for \$9.70 per ton and could not have purchased 5,500 pounds of such coal and no more in that market at that time to make himself whole without paying \$9.70 per ton, not including freight, for 5,500 pounds of like coal, was entitled to recover the value of the coal lost at the rate of \$9.70 per ton, and the judgment below must be reversed and the case remanded to the court below with directions to grant a new trial. It is so ordered.

Claim Made Worthless by Failure to Make Effective Protest.

The Supreme Court of the United States on May 3 decided against the Early & Daniel Co., of Cincinnati, O., on its claim for \$22,000 for hay delivered in excess of the contract quantity.

The firm contracted to furnish the Government such hay as it might need, not to exceed 6,000,000 pounds, prior to Sept. 30, 1917, fob. cars at Newport News. No call was to be for more than 1,000,000 pounds in one lot. A second contract called for another 6,000,000 lbs.

The Government made calls which the plaintiff filled as follows: Call No. 1, 500,000 lbs. August 15, 1917; call No. 2, 1,050,000 lbs. August 20, 1917; call No. 3, 2,000,000 lbs. September, 5, 1917; and call No. 4, 4,450,000 lbs. September 12, 1917. These calls were all filled without protest, though the later calls were for amounts greater than 1,000,000 lbs.

When the final and fifth call was made for 4,000,000 pounds, the appellant objected that the call was for more pounds of hay than the contract allowed for any one call. That objection was not made until it was too late for the defendant to amend the call.

The appellant's vice-president then wrote to the government officer in charge that the fifth call was not deemed by the plaintiff to be in accord with the contract, and that the plaintiff did not intend to fill it. Under the terms of the contract, appellant had until November 15, being three months from the date of the April call, to complete its deliveries.

On November 19, the Camp Quartermaster wired to the appellant:

"Amount hay on hand will supply needs to December 4. Require prompt delivery 4,000,000 pounds. Advise at once your action, otherwise must buy in open market."

After further exchange of telegrams, plaintiff sent the following telegram to the Camp Quartermaster under date of November 21, 1917:

"We will start shipping hay immediately, and in case you need any before arrival will arrange to have Hidden loan us a supply. Want it distinctly understood that we are doing this under protest and are going to put the matter up to proper authorities in Washington; and if they rule in our favor, want settlement at fair market price for amount we overfill."

"Will you wire C. S. Ruttle, General Agent, D. B. C. & W. Railway, to furnish equipment immediately as we request for hay to ship to you? Answer."

The plaintiff delivered under protest the remaining 4,000,000 pounds of hay. Thereafter the plaintiff accepted without protest the sum of \$38,000 which was all that was due under the contract.

The Supreme Court, in affirming the decision of the court of claims, said:

The appellant had the option of delivering the remainder of the hay under the terms of the contract, or of not delivering it at all, if the contract had been broken. It chose to deliver. It made a protest, but that was ignored by the officers of the Government, and when the Government tendered the contract price it was accepted by the appellant and without protest.

Under such circumstances there is no ground for implying a contract to pay more than the contract price.

Now

F you have hard work to do,

Do it now.

Today the skies are clear and blue,
Tomorrow clouds may come in view,
Yesterday is not for you;

Do it now.

If you have kind words to say,

Say them now.

Tomorrow may not come your way,
Do a kindness while you may,
Loved ones will not always stay;

Say them now.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Price of Beet Pulp?

Grain Dealers Journal: We are very much interested to know at what price beet pulp was offered in carload lots delivered Baltimore, imported and domestic, between Mar. 10 and Mar. 15.—Continental Grain Co., New York, N. Y.

Ans.: Beet pulp is not quoted in the Baltimore Daily Price Current, but the weekly government report on "Crops and Markets" quotes dried beet pulp in car loads, per ton, sight draft basis, at \$43 on Mar. 6, and the same price on Mar. 13.

Minimum Weight of Ear Corn.

Grain Dealers Journal: We have a controversy over the minimum weight of ear corn as per the tariff of the Western Trunk Lines; and would like to have an interpretation of Boyd's supplement No. 53, to Circular 1-R effective Feb. 1, page 20, rule 566-A, notes 3 and 5.

I inquired of our local agent and he stated 40,000 lbs.; but I was charged for 60,000. The minimum weight for flaxseed is 40,000; and also for corn to the head of the lakes.—Wm. G. Milne, Dell Rapids, S. D.

Ans.: Ear corn and oats are an exception, and the minimum weight is 80 per cent of 60,000, or 48,000 lbs. To get the advantage of the small car order and large car furnished, proper notation has to be made on the B/L that the large car was supplied on an order for a small car.

Application of Bulk Sales Law in Indiana?

Grain Dealers Journal: I contemplate the purchase of an elevator and entering the grain business again, and wish to know if the bulk sales law of Indiana affects the sale and purchase of elevators and stock that must be invoiced.—I. D. Spencer.

Ans.: The bulk sales law does not apply to such real estate as an elevator, the law requiring recording of deeds giving sufficient protection to creditors already holding prior judgments.

Stock on hand for sale at retail comes under the bulk sales law; and if the operator of the elevator was doing a retail feed business the buyer of the business would have to take the steps required by the bulk sales law, the provisions of which are as follows:

Sec. 8052, Revised Statutes of Indiana. Sales of any part of a stock of merchandise in bulk, or of the fixtures pertaining to the conduct of said business, otherwise than in the ordinary course of trade and in the regular prosecution of the business of the seller shall be void as against creditors unless the seller at least five days before the sale makes a detailed inventory showing the cost price to the seller of each article to be included in the sale and unless the purchaser demands and receives from the seller a written list of names of creditors of the seller with the amount due each, certified under oath, and unless the purchaser at least five days before taking possession or paying therefor notify personally or by registered mail, every creditor of the proposed sale and of the price, terms and conditions.

Portland, Ore.—In the libel suit of Aaron Sapiro against Henry Ford, subpoenas have been served on R. A. Ward, mgr., and H. M. Bramford, office mgr. of the Pacific Wool Growers Assn.; J. S. Mackie, sec'y of the new inactive Oregon Dairymen's Co-op. League and its subsidiary, the Oregon Dairymen By-Products Corp.; R. H. Kipp of the Chamber of Commerce; Isaac D. Hunt, Wilcox Investment Co.; M. S. Schrock, Milwaukee Fuel & Feed Co.; Emil Brocks, Cornelius, Ore.; Kenneth Miller, Chamber of Commerce; Alma D. Katz, Mutual Life Ins. Co. of New York, and A. M. Work, Portland Damascus Milk Co.

Indiana Pool Files Suit Against Grain Buyer.

The Indiana Wheat Growers Ass'n, of Indianapolis, Ind., has filed suit in the circuit court of Clay County, Indiana, against Geabes Bros. Milling Co., of Clay City, Ind., to recover \$100 damages for each purchase of grain from a member of the pool, and for \$5,000 and costs, and for an injunction restraining such purchasing.

Plaintiff's allegations are that it has a membership of approximately 18,000 persons in the State of Indiana of whom approximately 529 are growers of wheat in Clay County; that each of said members has contracted in writing with the plaintiff to market his wheat thru the plaintiff for a period of five years including, as to substantially all of plaintiff's members, the crops grown by them in the years 1925 and 1926; that plaintiff in reliance upon the fulfillment of their contracts by its members and upon the delivery of their wheat to it for resale, has contracted to sell and deliver said wheat to others and expects and intends to make other contracts of resale in the future, that to enable plaintiff to perform its said resale contracts made and to be made, it needs and will need the delivery to it of all wheat grown and to be grown by its members subject to be delivered to it under their contracts aforesaid.

That the defendants herein have each had knowledge of the existence of the plaintiff and of the character of its business and purposes for more than one year last past; that defendants for the same period or longer have known the identity of substantially all of plaintiff's members in the vicinity of Clay City, and have known that said members have contracted with plaintiff to sell and deliver their 1925 and subsequent crops of wheat to the plaintiff for resale; that with all of such knowledge and knowing at the time that such persons were members of plaintiff and under contract to deliver their 1925 crop of wheat to the plaintiff the defendants have heretofore induced and attempted to induce plaintiff's said members to breach their said contracts with the plaintiff by withholding delivery of their respective 1925 crops of wheat to the plaintiff and by selling and delivering the same to the defendants; and with all the knowledge aforesaid the defendants have heretofore solicited, persuaded and permitted plaintiff's said members to breach their contracts aforesaid with the plaintiff by accepting and receiving said members' 1925 crops for sale and by buying said crops which said members were under contract to sell and deliver to the plaintiff; that plaintiff cannot give the exact number of instances of the conduct aforesaid on the part of the defendants, but alleges that such instances number in excess of 25; that by their conduct in each of said instances aforesaid defendants have damaged the plaintiff and defendants became and are liable to damages to the plaintiff in the sum of \$100 for each such offense and for all reasonable attorney's fees and costs.

Plaintiff further alleges that the things done by the defendants as alleged in Clause 5 heretofore were done by them for the purpose of destroying plaintiff by causing dissatisfaction and discontent among its members and to disable plaintiff from performing its said contracts of resale to plaintiff's damage and to destroy plaintiff by destroying its contract relations with its members.

Plaintiff further alleges that defendants have declared their intention to and in the future

will continue unless enjoined therefrom, to induce, to attempt to induce, to solicit, to persuade and to permit plaintiff's members to breach their contracts with plaintiff and to sell and deliver their wheat to defendant instead of to the plaintiff to plaintiff's irreparable damage; that plaintiff by its representatives has more than once protested to the defendants against the purchase and receipt by them of wheat from plaintiff's members and has demanded that defendants refrain in the future from inducing, attempting to induce, soliciting, persuading or permitting plaintiff's members to breach their contracts with plaintiff by selling and delivering their wheat to defendants instead of to plaintiff, but defendants have spurned plaintiff's said protests and have declared to plaintiff their intention to conduct themselves in the future as in the past, as herein alleged, in respect of the contracts of plaintiff's members with the plaintiff; that plaintiff has no adequate remedy at law in the premises.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

June 17. Miami Valley Grain Dealers Ass'n at Sidney, Ohio.

June 22. Retail Feed Dealers of Wisconsin at Milwaukee, Wis.

June 23-24. Ohio Grain Dealers Ass'n at Cedar Point, O.

June 24. Mutual Millers & Feed Dealers Ass'n at Buffalo, N. Y.

June 24-25. Eastern Federation of Feed Merchants, Buffalo, N. Y.

June 24-25. Indiana Grain Dealers Ass'n, at Purdue University, Lafayette, Ind.

June 24-26. Southern Seedsmen's Ass'n at Huntsville, Ala.

June 28-29. Wholesale Grass Seed Dealers Ass'n at Chicago.

June 29, 30, July 1. American Seed Trade Ass'n at Chicago.

June 29-July 1. National Hay Ass'n, Niagara Falls, N. Y.

Aug.—Ass'n of Official Seed Analysts of North America at Ithaca, N. Y.

Oct. 18. United States Feed Distributors Ass'n at Buffalo, N. Y.

Oct. 18-20. Grain Dealers National Ass'n at Buffalo, N. Y.

Any country grain company or firm who buys at less than five per cent margin is simply seeing how short a time they can operate without going broke. Your gross margin must more than cover your operating expenses and interest, or there will not be any net profit.—*Farmers' Elevator Guide.*

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for July delivery at the following markets for the past two weeks have been as follows:

	May 25.	May 26.	May 27.	May 28.	May 29.	May 31.	June 1.	June 2.	June 3.	June 4.	June 5.	June 7.	June 8.	June 9.
WHEAT.														
Chicago	138½	140	136½	137½	136¾	....	137½	136½	137½	138¾	141½	141½	142	142
Kansas City	129½	131½	127½	129½	127½	....	128½	127½	129½	132½	133½	133½	134	133
St. Louis	135½	137½	134	135½	134½	....	134½	133½	136	136¾	139	139½	140½	139½
Minneapolis	147½	149½	146½	146½	145½	....	145½	145	146½	147½	150	152½	153½	154½
Duluth (durum)	136½	139½	135½	136½	136½	....	135½	135½	137½	138	140½	140½	141½	141½
Winnipeg	150½	152½	149½	150½	148½	147½	147½	147½	....	149	151½	151½	152½	152½
Milwaukee	138½	140	136½	138½	137	....	137½	136½	137½	138½	141½	141½	....	....
CORN.														
Chicago	72½	72½	71½	71½	71	....	70½	71½	73	72½	72½	73½	74½	74½
Kansas City	69½	69½	69½	69½	69½	....	69	69½	70½	70½	70½	71½	73½	72½
St. Louis	71½	71½	70½	70½	70½	....	70	70½	72	71½	71½	72½	74½	74½
Milwaukee	72½	72½	71½	71½	71	....	70½	71½	72½	72½	72½	73½	....	....
OATS.														
Chicago	40½	40½	40½	40½	40½	....	39½	39½	40½	40½	40½	41½	42½	42½
Kansas City	40½	40½	40½	40½	40½	....	40½	40½	40½	40½	41	41½	42½	42½
Minneapolis	37½	37½	37	36½	36½	....	36½	36½	36½	36½	37½	38½	39½	39½
Winnipeg	49	49	48½	49	48½	48½	48½	48½	....	49	48½	49½	49½	49½
Milwaukee	40½	40½	40½	40½	40½	....	39½	39½	40½	40½	40½	41½	....	....
RYE.														
Chicago	87	89½	87	89	87½	....	86½	85½	87½	88½	90½	90½	91½	91½
Minneapolis	81½	84	81½	83½	81½	....	81½	80½	82½	83½	86	86	87½	87½
Duluth	85½	87½	85½	87½	85½	....	85½	84	85½	86½	89	89	90½	90½
Winnipeg	86½	88½	86½	87½	85½	84½	85½	85	....	86½	88½	88½	89½	89½
BARLEY.														
Minneapolis	62½	62½	62½	62½	62½	....	62½	62½	63	63	63½	64½	64½	64½
Winnipeg	62½	62½	62½	62½	62½	....	63½	63½	....	63½	64	64½	65	64½

*Holiday. †Decoration Day.

New Barley Grades.

Effective Aug. 24 the U. S. Dept. of Agriculture on May 28, promulgated the following grades for barley:

Sec. 1. Barley.—Barley shall be any grain which consists of 50 per cent or more of barley, and contains not more than 25 per cent of cereal grains of a kind or kinds other than barley. The term barley in these standards shall not include hull-less barley.

Sec. 2. Basis of determinations.—(a) In the case of barley grown east of the Rocky Mountains, each determination shall be upon the basis of the lot of grain as a whole, including foreign material, wild oats, and cereal grains.

(b) In the case of barley grown west of the Great Plains area of the United States each determination of dockage, moisture, temperature, odor, and live weevils or other insects injurious to stored grain shall be upon the basis of the grain including dockage. All other determinations shall be upon the basis of the grain when free from dockage.

Sec. 6. Dockage.—In the case of barley grown west of the Great Plains area of the United States, dockage includes weed seeds and other foreign material except cereal grains and wild oats which can be removed readily from the barley by the use of appropriate sieves; also undeveloped, shriveled, and small pieces of barley kernels removed in properly separating the foreign material specified and which cannot be recovered by properly rescreening or recleaning. The quantity of dockage shall be calculated in terms of percentage based on the total weight of the grain including the dockage. The percentage of dockage so calculated, when equal to one per cent or more, shall be stated in terms of whole per cent; and when less than one per cent shall not be stated. A fraction of a per cent shall be disregarded. The percentage of dockage, so determined and stated, shall be added to the grade designation.

Sec. 7. Foreign material other than dockage.—In the case of barley grown west of the Great Plains area of the United States foreign material other than dockage shall include all matter other than barley which is not separated from the barley in the proper determination of dockage, except cereal grains and wild oats.

Sec. 8. Foreign material.—In the case of barley grown east of the Rocky Mountains foreign material shall include all matter other than barley, cereal grains and wild oats.

Sec. 9. Cereal grains.—Cereal grains shall include wheat, corn, rye, oats, hull-less barley, emmer, spelt, einkorn, grain sorghums, rice, and cultivated buckwheat.

Sec. 10. Sound barley.—Sound barley shall be all grains and pieces of grains of barley, including skinned barley, which are not heat-damaged, sprouted, frosted, badly ground-damaged, badly weather damaged, or otherwise distinctly damaged.

Sec. 11. Heat-damaged kernels.—Heat-damaged kernels shall be grains and pieces of grains of barley, cereal grains, or wild oats, which have been distinctly discolored or damaged by external heat as a result of heating caused by fermentation.

CLASSES AND SUBCLASSES OF BARLEY.

Class I. Barley.—This class shall include all white (glumes) barley grown east of the Rocky Mountains and may include not more than 10 per cent of other barley or barleys.

Class II. Western Barley.—This class shall include the white (glumes) 6-rowed barley grown west of the Great Plains area of the United States, and may include not more than 10 per cent of other barley or barleys. This class shall be divided into bright western and western.

Class III. Two-Rowed Barley.—This class shall include the white (glumes) 2-rowed barley, grown west of the Great Plains area of the United States and may include not more than 10 per cent of other barley or barleys. This class shall be divided into two subclasses.

Class IV. Black Barley.—This class shall include all varieties of black barley, and may include not more than 10 per cent of other barley or barleys.

Sec. 13. Mixed Barley.—Mixed barley shall be any mixture of barley not provided for in the Classes I to IV, inclusive.

Mixed barley shall be graded according to each of the grade requirements common to the class of the barley which predominates over each other class in the mixture, except that all of the grade requirements in any class as to the maximum percentages of other barleys shall be disregarded. The grade designation of mixed barley shall include, successively, in the order named, the number of the grade (including the word "Special" or "Feed" when applicable), or the words "Sample Grade," as the case may be, the word "Mixed," and, in the order of its predominance, the name and approximate percentage of each class of barley which constitutes 10 per cent or more of the mixture; but if only one class exceeds 10 per cent of the mixture, the name and approximate percentage of that class shall be added to the grade designation, followed by the name and approximate percentage of at least one other class.

Sec. 14. Bleached barley.—Bleached barley shall be barley which in whole or in part has been treated by the use of sulphurous acid or other bleaching chemicals.

Bleached barley shall be graded and designated according to the standards applicable to such barley if it were not bleached, and there shall be added to, and made a part of, the grade designation the word "bleached."

Sec. 15. Garlicy barley.—Garlicy barley shall be all barley which has an unmistakable odor of garlic or wild onions, or which contains garlic or wild onion bulblets in a quantity equal to one or more bulblets in one thousand grams of barley.

Garlicy barley shall be graded and designated according to the grade requirements of the standards applicable to such barley if it were not garlicy, and there shall be added to, and made a part of its grade designation the word "garlicy."

Sec. 16. Weevily barley.—Weevily barley shall be all barley which is infested with live weevils or other insects injurious to stored grain.

Weevily barley shall be graded and designated according to the grade requirements of the

standards applicable to such barley if it were not weevily, and there shall be added to, and made a part of, the grade designation, the word "weevily."

Sec. 17. Smutty barley.—Smutty barley shall be all barley which has unmistakable odor of smut, or which has the kernels covered with smut spores, or which contains smut masses in excess of a quantity equal to 0.2 per cent.

Smutty barley shall be graded and designated according to the grade requirements of the standards applicable to such barley if it were not smutty, except that when the amount of smut present is so great that one or more of the grade requirements of the numerical grades cannot be applied accurately, the barley shall be classified as sample grade. For all grades there shall be added to, and made a part of, the grade designation, preceding the statement of dockage, if any, the word "smutty."

GRADE REQUIREMENTS.

Class I. Barley. Sec. 18. Grades for Class I, Barley.—The class barley shall be divided into seven grades, the designations and requirements of which, respectively, shall be as specified in this section.

No. 1 Barley shall be cool and sweet, may be slightly stained, shall have a test weight per bushel of at least 48 pounds, may contain not more than fourteen and one-half per cent of moisture, shall contain not less than ninety-five per cent of sound barley, may contain not more than one-tenth of one per cent of heat damaged kernels, may contain not more than three per cent of oats and wild oats, singly or combined, may contain not more than two per cent of foreign material, may contain not more than three per cent of skinned and/or broken barley, and may contain not more than five per cent of barley of other classes, but no black barley.

Special No. 2 Barley shall be cool and sweet, may be stained, shall have a test weight per bushel of at least 46 pounds, may contain not more than fourteen and one-half per cent of moisture, shall contain not less than ninety-two per cent of sound barley, may contain not more than two-tenths of one per cent of heat damaged kernels, may contain not more than five per cent of oats and wild oats, singly or combined, may contain not more than two per cent of foreign material, may contain not more than six per cent of skinned and/or broken barley, and may contain not more than ten per cent of barley of other classes, but no black barley.

No. 2 Barley shall be cool and sweet, may be stained, shall have a test weight per bushel of at least 46 pounds, may contain not more than fourteen and one-half per cent of moisture, shall contain not less than eighty-eight per cent of sound barley, may contain not more than five-tenths of one per cent of heat damaged kernels, may contain not more than eight per cent of oats and wild oats, singly or combined, may contain not less than three per cent of foreign material, may contain not more than ten per cent of skinned and/or broken barley, and may contain not more than ten per cent of barley of other classes, of which not more than two per cent may be black barley.

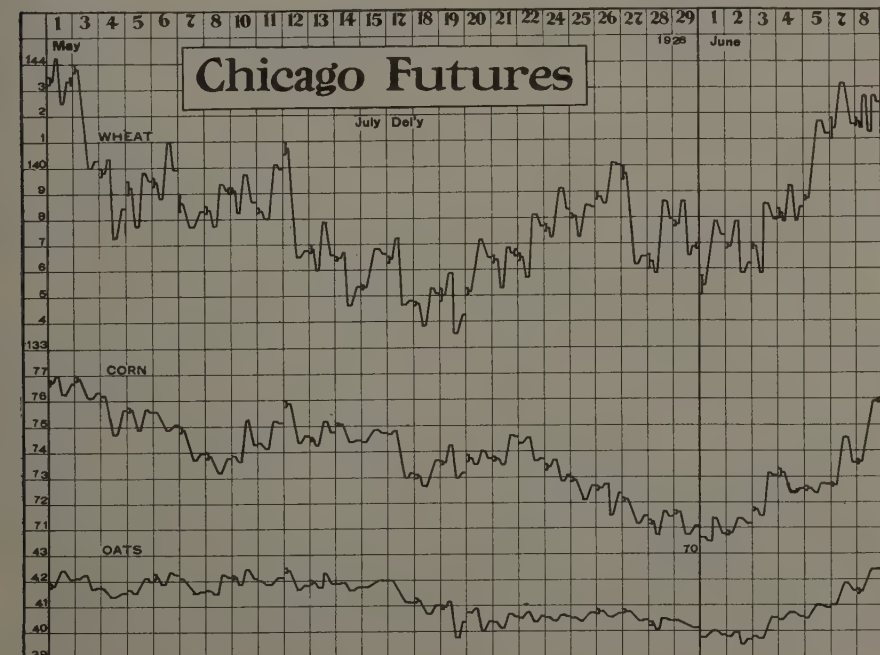
No. 3 Barley shall be cool and sweet, may be stained or slightly weathered, shall have a test weight per bushel of at least 43 pounds, may contain not more than fourteen and one-half per cent of moisture, shall contain not less than eighty-eight per cent of sound barley, may contain not more than five-tenths of one per cent of heat damaged kernels, may contain not more than eight per cent of oats and wild oats, singly or combined, may contain not more than four per cent of foreign material, may contain not more than ten per cent of skinned and/or broken barley, and may contain not more than ten per cent of barley of other classes of which not more than five per cent may be black barley.

No. 4 Barley shall be cool and sweet, may be badly stained or weathered, shall have a test weight per bushel of at least 40 pounds, may contain not more than fourteen and one-half per cent of moisture, shall contain not less than eighty per cent of sound barley, may contain not more than one per cent of heat damaged kernels, may contain not more than fifteen per cent of oats and wild oats, singly or combined, and may contain not more than five per cent of foreign material.

No. 1 Feed Barley shall be cool and sweet, shall have a test weight per bushel of at least 35 pounds, may contain not more than fourteen and one-half per cent of moisture, shall contain not less than seventy per cent of sound barley, may contain not more than three per cent of heat damaged kernels, may contain not more than twenty-five per cent of oats and wild oats, singly or combined, and may contain not more than six per cent of foreign material.

Sample Grade Barley shall be barley which does not come within the requirements of grades No. 1, Special No. 2, No. 2, No. 3, No. 4, or No. 1 Feed, or which has any commercially objectionable foreign odor, except of smut, or is musty, sour, heating, hot, or contains stones, or is otherwise of distinctly low quality.

Ground corn cobs are said to be the best and cheapest base used in the making of sweeping compounds and floor cleaners.



Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Do You Load Best Oats From Bin Into Bottom of Car?

Editor Grain Dealers Journal: My method of loading oats and other small grain into cars the usual way is to fill a bin with grain or enough to fill a car. Then to load the car by drawing the same from the bottom of the bin. In this way the heaviest and cleanest oats land in the bottom of the car, while the lightest and dirtiest show on top.

A sample of grain taken from a car loaded in this manner will show a quality lower than the average quality car's contents.

To overcome this, it will only be necessary to reelevate the grain into another bin and then load out as originally intended. Should the elevator have a number of bins to load out, then it will be best to draw from the last half of a bin and from a full bin at the same time in about equal proportions. Very truly, N. S. Beale, Tama, Ia.

Tariff Would Develop Soy Bean Industry.

Grain Dealers Journal: We have been informed that certain vested interests, partially controlled by foreign capital, are making a determined effort to destroy the protective tariff on soy beans and soy bean oil.

At the present time there is a tariff of 2½¢ per pound on soy bean oil and 30¢ per bushel on soy beans. There is no tariff on soy bean cake or meal. During the past several years, certain interests have imported over 60,000,000 pounds of soy bean oil, thousands of tons of soy beans, and approximately 72,000,000 pounds of soy bean cake and meal.

We believe we can build up a soy bean industry, with the aid of our existing protective tariff, that will increase the income of our farmers in the corn belt to the extent of hundreds of thousands of dollars annually. With adequate tariff protection, the oil mills can pay a price for soy beans that will enable farmers to realize a profit for growing and marketing the crop.

Without tariff protection the American farmer cannot hope to compete with the cheap coolie labor of the Orient. Unrestricted importation of soy beans and soy bean products will destroy the morale of our farmers and crack the very foundation of American agriculture. Cheap production of soy beans in the Orient will be stimulated and our domestic market for corn oil, peanut oil, cotton seed oil, and lard will suffer beyond our comprehension.

The lack of adequate tariff protection will have a far-reaching effect. It will reduce the price of corn from six to eight cents per bushel and the price of hogs from three to four cents per pound.

Due to the passing of our draft horses in the cities causing a limited demand for oats, farmers are growing soy beans in the place of oats. It is possible to manufacture a greater variety of products from soy beans than from any other farm crop. The soy bean crop is the only legume crop that will grow on an acid soil and add the much needed nitrogen, phosphorus, calcium, potassium and organic matter to the soil.

Over a period of years, soy beans should pay farmers a greater cash return per acre than wheat. We are building a 2,000,000-bushel soy bean storage elevator and are looking forward to the time when the volume of sales

of our soy bean products will compare favorably with our corn products business.

We desire the co-operation of organized agriculture in protecting the interests of our producers of farm crops.—F. A. Wand, mgr. soy bean department of A. E. Staley Mfg. Co., Decatur, Ill.

Sued for Buying Pooled Wheat.

Grain Dealers' Journal: The records of Clay County, Indiana Court, shows a suit has been filed by the Indiana Wheat Growers' Ass'n (the Pool) against Geabes Brothers, located at Clay City, Clay County.

This action is predicated on the Co-operative Marketing Law, which was enacted in 1925 and injunction is asked to prevent the defendants from buying wheat from farmers who have contracted to deliver same to the Pool.

This is the first case brought in this state and doubtless the defendants will take it to the Supreme Court, should the lower court hold against them.

The penal sections of the Indiana law are exactly like the Minnesota law, which the Supreme Court of that state held void as in violation of both the Federal and State Constitutions, as same was an abridgment of the right of contract which is guaranteed by the constitution.

The defendants have employed an attorney and will enter a defense.—Hoosier.

Protest Against Law Permitting Cutting of Commissions.

Grain Dealers Journal: The members of the Cincinnati Grain and Hay Exchange protest vigorously against the provisions in Senate bill 2965 now before the House Committee on Agriculture. The bill is captioned "To prevent discrimination against Farmers Co-operative Ass'ns by Boards of Trade and similar organizations and for other purposes."

The Cincinnati market is not a so-called contract market under the Grain Futures Act. This organization has never denied the membership privilege to any co-operative ass'n; in fact, last January the Indiana Wheat Growers Ass'n was admitted to membership.

The bill under discussion proposes to exempt co-operative ass'ns from the rules of grain exchanges as to commission charges.

The rates of commission fixed by the various boards of trade and grain exchanges have been established so as to guarantee the producer, or his agent, that his products will come into responsible hands. If grain exchanges did not exercise this control, eventually the markets would be composed of irresponsible receivers.

The co-operative ass'ns receive such financial assistance and other encouragement as to enable them to serve in the capacity of an agent without exacting compensation for the service. That, of course, is their privilege at any time, but we can not conceive of any just reason for legislating a co-operative institution into a grain exchange with the privilege of violating its rules. It is our opinion that all members of an organization must be required to live under the same code.

In our opinion should this bill be enacted it will not only prove harmful and destructive to the business of the members of terminal market grain exchanges affected, but will have a far-reaching effect upon the independent producer of farm products.

There are thousands upon thousands of producers of farm products in this country who are not in sympathy with the co-operative movement and certainly do not desire to be coerced into a co-operative organization. The independent producer requires the services of the commission merchant in terminal markets. He consigns his product to a responsible firm or individual and that firm pays his draft. It being the business of the commission merchant to procure a buyer he, of course, has

numerous avenues of disposal and succeeds in procuring the best price.

If the Capper-Tincher bill becomes law, in our opinion, the commission merchant will not be able to meet the competition which a co-operative ass'n will present. When the commission merchant has been eliminated, the independent producer will be compelled, we believe, to associate himself with the co-operative organization or will find it necessary to distribute his products himself at greater cost for financing and less return for his product inasmuch as he is not equipped to learn the needs of the many consumptive channels which a commission merchant now makes it his business to be in touch with.—D. J. Schuh, executive sec'y, Grain & Hay Exchange, Cincinnati, O.

Claims Tile Grain Bins Are Satisfactory.

The Grain Dealers Journal: In the issue of your Journal of August 10, 1925, you featured on the cover by reproduction of a photograph "100,000-bu. Tile Grain Bins of Frisco Elevator at Kansas City, Mo., being Coated with Cement, Replacing Outer Layer of Tile Forced Off by Frost."

On page 162, third column, is a description of the bins and the method of repairing them. It states, "So many years ago that the name of the builder has been forgotten, the first tile tanks were erected in Kansas City."

Had these bins been erected of wood "so many years ago" they would by this time either have been burned down or be so badly in need of repairs from rotting of the timbers that they would be a total loss.

The tile bins are still standing and in use and are being repaired at a cost which is trifling in comparison to the total cost; moreover, after this repair has been made they will still stand "so many years that the name of the builder" who made the repairs will be forgotten.

Much has been learned in grain bin construction since these bins were built "so long ago." In the same article you state that "An inner layer of soft tile formed the main wall." Tile grain bins at the present time which are manufactured by the National Fire Proofing Co. are built entirely of vitrified glazed tile extending in one piece entirely through the thickness of the wall and there is no thin veneer over the outside which can freeze off.

On page 160, second column, you publish an editorial on the death by asphyxiation of men in concrete bins and state that in New Orleans the Port Commission make a practice of lowering canary birds to test the air in concrete bins.

On page 161, first column, you give an account of the deaths and also state that "during the last ten years more dust explosions have occurred in concrete elevators than in wood elevators, which outnumber the concrete elevators, in the past fifty years."

It would be an easy matter to compile a list of wood elevators which have been burned down, which would probably be ten to one for every tile elevator which has failed.

It is quite evident that the "perfect" elevator has not been built in the past and yet in spite of the foregoing you publish, either in ignorance of what a modern tile elevator is like or in pure malice, in the first column on page 160 an editorial a part of which is as follows:

"While tile tanks are no longer used in the construction of large terminal storage plants we occasionally hear of one being erected at a country point where the grain dealer does not appreciate the advantage of profiting by the experiences of others, or is unable to withstand the seductive arguments of the tile salesmen, who may not be aware of the disadvantage of using tile for grain storage."

We have written testimonials from users of our tile bins which we have collected since the publication of your Grain Dealers Journal last August, which prove that NATCO Grain Bins

can be and are so built as to be permanent and give satisfaction to the owner.—Very truly, National Fire Proofing Co., P. H. Bevier, Chief Engineer, New York, N. Y.

Recommends Relief for Grain Growers Thru Repeal of Liquor Laws.

Grain Dealers Journal: On Feb. 25, 1921, Quebec legislature abolished prohibition and substituted Government monopoly for the sale of all hard liquors and a well regulated system for the sale of light wines and beer, but no saloons. The Quebec liquor commission in its annual report for the year ending April 30, 1923, said, "The experiences of the past two years have convinced the commissioners that the Quebec liquor law from the moral and social point of view has obtained a success just as great as the financial and material."

The commission points out that convictions for drunkenness in Quebec have constantly diminished since the year the liquor law went into effect. Turning to the United States, the report compares the record on arrests for in-oxication in Montreal with that of leading cities in the United States.

Arrests Per 100,000 of Population.			
	Population, 1921.	1922.	
Boston	770,400	3,973	4,821
Washington	457,571	863	1,600
Suffalo	536,718	1,547	1,612
San Francisco	539,058	713	1,347
Los Angeles	666,353	1,006	1,436
Pittsburgh	613,442	1,690	2,698
Montreal	618,506	1,029	704

The fact is that in nearly every American city the police records show a steady increase in drunkenness since 1920. It is idle to compare any saloon year with any year since 1919 because the saloon is gone for all time, it is not an issue. Since Quebec has taken the liquor business in hand the net profit to the state from the liquor business has been over fifteen million dollars per year for a population of 2,500,000. With the Quebec system in the United States with a population of 115,000,000, our net annual profit would be \$690,000,000. Add to that the one hundred million we spend trying to enforce our prohibition law (and it costs us perhaps three times that since there isn't a man on earth that can figure it out), we would have \$790,000,000 net profit from the liquor business each year. That would help some in meeting Government expense that is now made up by direct taxation.

Now about the investment. Figuring this \$790,000,000 as 10% on your investment, you have an investment of \$7,900,000,000. Compare this with any other one business in the United States and it won't take long to make up your mind what prohibition has done for us, especially to agriculture. You cannot get away with it and you never will.

Listen to what Nicholas Murray Butler, president of Columbia University, New York, declared April 28, 1926, at an annual club dinner. "The Anti-Saloon League, with headquarters at Washington is the most pernicious enemy of the Republic that has been produced in my life time." This league has United States Senators and Representatives on its pay roll. The \$35,000,000 boasted about the other day in Washington, "And paid their expenses in transporting them about to speak in favor of prohibition." He said, "If such a thing were done by steel corporations or by banking interests there would be a hue and cry that would reach high heaven." This may explain why our representatives from the agricultural districts drink wet and vote dry.

Farmers today are looking to Washington for relief from the deplorable conditions that are being experienced in all our agricultural districts, you will look in vain. There is no practical solution for our troubles except to tear that 18th amendment, root and branch out of the constitution and adopt some plan such as Quebec has made such a success of and permit the unrestricted manufacture and sale of all alcoholic liquors under Government

control. You will have better regulation than is possible under any other system and you will give back to the farmer that prosperity he enjoyed for one hundred and fifty years prior to prohibition. The railroads, bankers and business of every kind especially in our agricultural districts should get behind a movement to bring back to the farmer the market for his produce that prohibition destroyed.

In 1922 Sweden discarded prohibition and the liquor business is handled by the Government under what is known as the Bratt System, resulting in a yearly net profit of \$29,000,000. Sweden has a population of 6,000,000. If we had sense enough to adopt their system our net profit each year would be \$651,000,000. They place no restrictions on the manufacture and sale of beer having an alcoholic content of less than 3.9 per cent.

Norway will have a referendum on its prohibition law in October this year. We will not even get a referendum in this country so long as we continue to send representatives to Washington that drink wet and vote dry and take orders from the Anti-Saloon League.

These figures I am giving you are official and prove conclusively, not only that prohibition is a failure but has cost this country more money than the late war and if persisted in means disaster to our nation.—Pierce Blewett, owner of Star Elevator Co., and 2,400 acres farm land, Jamestown, N. D.

Buying Grain on Grade

Grain Dealers Journal: All millers should buy wheat strictly on grade and on basis of prices for each grade. Too many mills buy just "wheat" regardless of grade, paying full prices for top grades of the poorest. This makes for unfair competition and leads to bankruptcy. You cannot pay more than the market values for wheat, and "get by" with it very long. The Eastern millers are agitating the question of buying wheat from farmers on grades, thru efforts of the State Supervisor of grain inspection at Baltimore and the Bureau of Markets at Harrisburg. They have been buying wheat from Maryland and Pennsylvania farmers on basis of No. 2 (garlicky) Red.

The State Agricultural department of Pennsylvania made the statement at Harrisburg a few years ago that over 51% of wheat in that State was "garlicky." Ohio and Indiana mills have been competing with eastern millers, being asked to meet Pennsylvania and Maryland prices on "garlicky" flour with good clean No. 2 Red Western Wheat. That is why Ohio cannot compete with profit in eastern territory.—Frank H. Tanner, Columbus, O.

Grades on Chicago Futures.

Grain Dealers Journal: A grain firm that was long of the May delivery in one day took in 45,000 bus. of wheat on contract, the wheat being of five different grades. On the same day No. 3 red was selling at 5 cents under and No. 3 northern spring 10 cents under new May.

Of course, there are penalties for delivering the lower grades, but the right to deliver so many grades seems to me an advantage solely to the seller, who has to make the delivery.

Millers have to keep up their standard of quality, and how they could get a uniform flour out of the mongrel mixtures handed out on Chicago contracts puzzles me. I have been told the purpose is to get enough contract wheat to deliver to speculators, who do not grind but sell again; and that no hardship is suffered by the millers who can trade the May they bought for good wheat of the kind desired, at a difference in the price.—A. L. Sheppard.

[As long as a practice is uniform and thoroly understood it works no hardship on anyone. The book of rules specifies the grades deliverable and the discounts or premiums. The miller benefits indirectly by having a big enough future market to trade in at all times.—Ed.]

Carrier Liable for Deterioration in Transit.

The W. H. Hurley Grain Co., of Clinton, Mo., has been granted a new trial of its suit against the Illinois Central Railroad Company for damages on account of water leaking into the sides of two cars loaded with corn.

The corn was graded out of Omaha, Neb., July 23, 1920, as No. 2. Bs/L were issued July 24 and the cars left Council Bluffs, Ia., that day, arriving at Clinton, Mo., July 30. Plaintiff called the chief grain inspector at Kansas City, and an agent of the inspection department came to Clinton on the morning of July 31 and took a sample which was tested at Kansas City and graded sample, hot. The corn was encased and hot from top to bottom, and had a foul, musty odor.

Cracks were discovered in the sides of the cars, about one-sixteenth of an inch wide, and on the inside walls were found stains indicating that water had come thru. As a test plaintiff ran water from a garden hose on top of the roof of the cars and down the sides. No water came thru the roof but it did penetrate the side cracks.

There was evidence tending to show that corn in the condition shown by the inspection at Omaha would not heat and deteriorate in transit unless moisture entered the car from an outside source. Plaintiffs' evidence further tended to show that "a very little moisture, outside moisture, will start corn fermenting and by capillary attraction carries a damage to the balance of the grain in the car, it creates an acid which starts fermentation and the fermentation starts decay"; that the moisture that is found in corn upon inspection by the state or federal authorities is "part of the grain itself," but that the moisture that causes corn to spoil is "outside moisture."

The corn was of such a low quality that it was not merchantable; corn of that grade having no market value. It was taken in plaintiffs' elevator and there dried. It could not be sold even when dried, so plaintiffs mixed it with high grade corn and finally sold it, piecemeal, at \$1 a bushel as No. 3 corn. Had the corn arrived at Clinton in the condition that it was in when it left Council Bluffs, it would have been worth \$1.50 per bushel at the former place.

In granting a new trial the Kansas City Court of Appeals, on Apr. 5, 1926, said: Complaint is made of defendant's instruction No. 5, which reads as follows:

"The court instructs the jury that, in the transportation of grain, the defendant is not an insurer and is not responsible for damages due to or flowing from the inherent condition of the grain. You are therefore instructed that, if you find and believe from the evidence in the case that the damage to the grain, if any, resulted from the inherent defective condition of the grain, if any, then your verdict must be for the defendant."

This instruction was undoubtedly erroneous. The carrier is an insurer of perishable goods, except as to damages caused solely from the act of God, the public enemy, or the inherent infirmity in the goods. *Fruit & Nut Co. v. Railroad*, 143 S. W. 839, 163 Mo. App. 426, 437; *Singer v. American Express Co.*, 219 S. W. 662, 664, 203 Mo. App. 158. Of course, the carrier is not an insurer against damages caused by the carelessness of the shipper. While the instruction taken as a whole might not be misconstrued by the jury, the language used in reference to defendant's not being an insurer of the grain is technically wrong; it leaves room for a possible misunderstanding on the part of the jury, and the instruction should not be given on another trial. But the instruction is positively erroneous for another reason. If the inherent infirmity of the grain combined with the negligence of the defendant to cause the loss, then defendant is liable. *Fruit & Nut Co. v. Railroad*, supra. The instruction wholly ignores this rule.—282 S. W. Rep. 97.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

ILLINOIS.

Mount Carmel (R. F. D. No. 5), Ill., June 1.—Had a fine rain yesterday and crops are looking good. Corn acreage increased about 15% and most of it growing good and no weeds. Wheat looks fine and is filling well; about 50% of last year's acreage sown. Oats backward on account of the dry weather.—E. R. Snyder.

INDIANA.

Hemlock, Ind., June 5.—The wheat and oats crop prospects are good in this locality.—Ed. Trimble, Tugh & Trimble, Hemlock Grain Co.

IOWA.

Bradgate, Ia., June 5.—Crops fine here. Corn two weeks ahead of last year. Small grain looking fine.—Bradgate Co-op. Exchange.

Long Grove, Ia., June 7.—We are having our 5th dust and sand storm in 10 days. Have not had a good soaking rain since March, and spring sown grain is suffering. Wheat headed out, heads about $\frac{1}{2}$ to 1 inch long. If we do not have a good rain in the next week the barley will be a failure and oats will not make half a crop. The past two months were the driest ever known in this vicinity. Corn shows a good stand in some places, but late planted corn will not come up until it rains. Pastures very short and hard as pavement. Alfalfa is exceptionally good for such a dry season but timothy and clover are very short and not half a crop. Everybody is in favor of modifying the 18th amendment so the weather can turn wet.—E. H. Anschütz.

KANSAS.

Kinsley, Kan., June 6.—Wheat conditions as voiced by a majority of the more bullish farmers are just all right, which report is weighty coming from these sources.—L. J. Chapman, mgr., Wolcott & Lincoln.

Arkalon, Kan., May 27.—The wheat is looking good and has been estimated at from 30 to 60 bus. per acre. Weather conditions have been very favorable for wheat and spring crops in this section.—W. C. Stout.

Wichita, Kan., June 3.—Oklahoma will not raise to exceed 60,000,000 bus. and Kansas will not raise to exceed 130,000,000 bus. Whose estimate do you think is nearest right?—The Stevens-Scott Grain Co., per W. H. Smith.

Kinsley, Kan., June 5.—Just returned from a trip thru southwest Kansas and they have a wonderful prospect; however, I think the Kansas crop estimate too high; my estimate is 137 million.—L. J. Chapman, Wolcott & Lincoln.

MINNESOTA.

Oklee, Minn., May 29.—Had late spring; some alfalfa and sweet clover winter killed.—H. Farlaudeau, Oklee Farmers Co-op. Elvtr. Co.

Minneapolis, Minn., June 5.—Official statement is made that the month of May in the Northwest was the driest in past 26 years. St. Paul had only one-third the average rainfall. There has been unusual frost and the season much the same as a year ago. During June, 1925, some sections had too much rain, washing out the grain on side hills and destroying it in the low lands by standing water. At the moment we would say indications point to but little change in the flax acreage estimated for 1924 and 1925 at about 3 million acres which in 1924 yielded some over 31 million bushels, 1925 some over 22 million bushels. Duluth grain men generally estimate that the flax seed acreage will be increased.—Archer-Daniels Midland Co.

MISSOURI.

Kansas City, Mo., June 2.—We estimate the winter wheat production of Kansas at 120,000,000 and of Oklahoma at 60-65,000,000 bushels.—Davis-Hunt Grain Co.

Kansas City, Mo., June 2.—Nebraska will not raise more than 35, Kansas 125, Colorado 20, Oklahoma 60, Texas-New Mexico 30-35 million bushels this season. There is little or nothing of any growth in Arkansas; combined with the production of Missouri, the two will not produce 20,000,000. Winter wheat in the southwest has been very badly injured since the Salina meeting.—C. W. Lawless, Lawless Grain Co.

MONTANA.

Manhattan, Mont., May 28.—Crop outlook excellent.—E. M. Wright, mgr., Cascade Mfg. & Elvtr. Co.

Hysham, Mont., June 6.—Crops will be poor here this year. We have not had any rain this spring and summer.—C. A. Vleths, agt., Eastern Montana Elvtr. Co.

Manhattan, Mont., May 31.—Winter wheat is about 18 inches high. Spring wheat is good. Plenty of moisture at present. Quite a large acreage of peas sown this spring in this part of the valley.—Chester Speakman.

NEBRASKA.

Potter, Neb., June 5.—Crops look fine in this section. Had some good rains lately.—Home Lbr. Co.

OHIO.

Sidney, O., June 4.—The outlook at present for none of the grain crops usually grown here is at all satisfactory. Winter wheat is thin on the ground, short, and does not seem to be growing much during the last two weeks. Oats are small and do not appear to be growing much, while the weeds in the same fields are just growing fine. Corn is nearly all planted. Many fields are being replanted on account of poor seed, cutworms, and crows. Hay crop, too, will be short, pastures fair.—E. T. Custer-bor, E. T. Custer-bor & Co.

OKLAHOMA.

Mountain View, Okla., May 29.—Crops are the best in years.—R. L. Gigaux, Chickasha Mfg. Co.

Mountain View, Okla., June 5.—Barley is all cut here and some wheat. Will have an early harvest in this section this year. Wheat looks very promising, both as to yield and quality.—G. Comstock, Farmers Co-op. Ass'n.

Oklahoma, June 3.—While crops generally are about two weeks later than usual this year, due to the backward season, their condition throughout the state continues to be good. Winter wheat is now heading in some sections and this crop is in excellent condition, aside from slight rust to some fields in southwestern and south central counties. Corn is making satisfactory progress and condition is good, first cultivation being in full swing. Some replanting of cotton was necessary but stands as a rule are very good. Oats and minor crops are coming along nicely. First cutting of alfalfa is completed and showed normal yield.—Freight Traffic Dept., C. R. I. & P. Ry.

SOUTH DAKOTA.

Rutland, S. D., May 27.—Crop conditions are not very good on account of the dry weather. We need rain badly.—G. J. Graff.

TEXAS.

Sanger, Tex., June 7.—Crop prospects are fine.—B. D. Jones & Son.

Boerne, Tex., May 31.—Rust has gotten into our wheat quite bad. Oats are mighty fine.—Wm. Reinhard.

Crowell, Tex., June 7.—Wheat and oat crop above an average. Threshing will commence about the 20th.—T. L. Hughston Grain Co.

Oklahoma, Tex., June 7.—No grain shipped this season as yet. Expect about 45 cars wheat and oats. The acreage in this section was smaller than usual.—X.

Miami, Tex., June 6.—The grain prospects are good here this year. Will start harvesting about the 18th of this month.—U. S. Strader Grain Co., by John Schaffer, mgr.

Decatur, Tex., June 7.—Yields are falling way below estimates of 30 days ago. The weather during past 15 days has been hard on both wheat and oats.—John Walker, agt. Bewley Mills.

Denton, Tex., June 8.—Some fields are spotted from the attacks of the army worm and hail storms, but the wheat will average 15 bus. to the acre or better. We expect Denton county to produce a million and a half bus.—E. K. Blewett, Denton Milling Co.

Hereford, Tex., May 29.—On the trail from Albuquerque to Hereford there is lot of good looking wheat but the fields are rather far apart. Around Hereford the wheat is looking well and will make a good crop. The acreage is not large.—W. E. Culbertson, Delavan, Ill.

Decatur, Tex., June 7.—We are expecting an excellent flow of grain this season and will probably ship out about 100 cars of oats and 100 cars of wheat, besides supplying our own needs. A strip of hail damaged grain east of here will probably produce little, but most of the crop is good.—Lillard Milling Co.

Krum, Tex., June 8.—Wet weather and the army worm have greatly decreased the prospective yields of wheat and oats. Fields are spotted and some of them are also hail damaged. Wheat is now expected to produce about 20 bus. to the acre, oats from 60 bus. to 100. A good crop of barley is in prospect, tho the acreage is small.—R. L. Cole.

Denton, Tex., June 8.—A leading farmer noted for conservatism told me the other day "the men on my place expect our wheat to go 25 bus. per acre." Right smart damage has been done by hail and some army worms. Harvesting, however, is progressing rapidly and high yield are expected in spite of the damage which has developed in the last 15 days.—Jno. Alexander, Alliance Milling Co.

The Crop Reporter's Par

The U. S. Dept. of Agriculture crop reporting bureau has refused to make public the pars used each month in converting crop conditions into indicated bushels per acre, whereupon R. O. Cromwell of Lamson Bros. & Co., B. W. Snow of Bartlett-Frazier Co., Nat C. Murray of Clement, Curtis & Co., and Mr. Bryant of Jackson Bros. & Co. have agreed to co-operate in preparing the par values used each month so that the private crop reports may continue to be made upon a comparable basis. Crop prospect sources, conclusions, opinions, etc., will, as heretofore, be independent of one another.

Crimson Clover.

Washington, D. C.—Production of crimson clover in Tennessee, Delaware and the Carolinas is expected to be considerably less than that of last year, according to reports received by the United States Department of Agriculture. Acreage for seed is reported to be about 40% smaller than last year. Dry weather at planting time and lack of interest due to the low price were the chief reasons for not sowing the usual acreage. Poor stands and unfavorable growing weather caused some farmers to plow under or cut for hay. Yield per acre may be 20% less than last year. The quality of the crop is expected to be fair to good. In the Carolinas cutting began May 15-20, while in Tennessee cutting is expected to begin mostly between June 5 and 10, which is later than last year.

Indiana Crop Letter.

Crawfordsville, Ind., June 5.—Weather all week has been cool. We had considerable rainfall last Sunday and Monday, much heavier in some localities than in others, especially in the central part of the state. We understand the southern part had a good rain, but it has been very dry there and considerable more moisture is needed. In the northern part of the state, however, moisture is sufficient and crops are making excellent growth.

We consider corn about two weeks behind. Practically all corn is planted. We have a good stand but understand in some localities the cutworm is working on the corn and in some instances may have to be planted over. Much of the early planted corn has been plowed over and is looking good. Receipts of old corn have been light. We are looking for a better movement as soon as the pressing work on the farm is finished, especially if the price should advance a little. Considerable of the corn coming in shows a heavy damage, although this is only true in certain localities. We are getting some No. 2 grades at the market. Test weight has shown as high as 57 lbs. to the bushel.

Through this section oats are not much improved over last week, still very yellow and backward growth. The northern third of our state, however, shows an excellent prospect. Movement of old oats practically nil.

Wheat is making fair growth but will probably be shorter than usual. Nothing new to report. Old wheat practically cleaned up.—Crabbs-Reynolds-Taylor Co.

The Dept. of Commerce of the Federal Government is duplicating so much of the work and reports of the depts. of Labor and Agriculture that a great economy and doubtless some efficiency could be effected by a consolidation of the three into a dept. of Commerce and Industry.

A bill in the Norwegian parliament proposes a grain purchase and distribution monopoly which would have power to buy domestically produced grain at higher prices than import grain. The measures are considered unfavorable to continued imports of grain from Germany and Poland, with the subsequent effect of reducing German grain imports from over sea under its certificate system.

Cromwell's Crop Report.

Chicago, Ill., June 1.—The condition of winter wheat as of June 1 is 80.3% of normal and forecasts a crop of 667,400,000 bus. This compares with 398,000,000 bus. produced last year and a 5-year average of 549,000,000. A warm general rain by June 5 would benefit materially. There has been a marked deterioration in western Kansas, southwestern Nebraska and eastern Colorado the last eight days, but this decline has been given full consideration in the above. The per cent condition by important states follows: Kansas, 81; Nebraska, 74; Oklahoma, 91; Colorado, 73; Texas, 100; Missouri, 81; Illinois, 74; Indiana, 81; Ohio, 84; Pennsylvania, 76.

The first four states named could increase 30 to 35 millions and are not likely to decrease 15. We expect an official estimate of 80% of a normal condition for spring wheat and an average 95% of last year's, or 19,884,000. The 5-year average acreage is 19,037,000. The condition forecasts 11.2 bus. per acre and a crop of 222,600,000 bus. The 5-year average production is 53,000,000. The 10-year average condition is 9.9%. In our opinion the actual final yield will be nearer 10 bus. per acre. If this opinion is justified the condition is around 72%. Prospects are favorable in the Pacific Northwest and part of Montana.

The condition of rye is 75% of normal compared to a 10-year average condition of 80.3. This estimate suggests a crop of 42,420,000 bus. The 5-year average production is 183,170,000 bus. The acreage is estimated at 100,575 of last year, or 45,182,000. The condition is 79.1% of normal and suggests a crop of 1,306,000,000. The 10-year average condition June 1 is 86.9%. Last year it was 79.6. The 5-year average production is 1,325,000,000 bus. and last year it was 502,000,000.

Barley acreage is estimated at 102% of last year's, or 9,091,000. The condition is 84.2 compared with 83.1 last year and a 10-year average of 87.4. A production of 213,624,000 bus. is expected compared with 218,000,000 last year and a 5-year average of 186,000,000.—R. O. Cromwell, Statist., Lamson Bros. & Co.

Government Crop Report.

Washington, June 9. — The crop reporting board of the U. S. Dept. of Agriculture makes the following estimates and forecasts: The winter wheat acreage is 18.5% of that of 1925, or 37,085,000 acres now standing for harvest; and rye acreage 87.2%, or 3,565,000.

WINTER WHEAT.

Principal States.	Condition June 1, 1926.	Production in thousands of bushels.		Harvested.	5-yr. av.
		1926.	1925.		
Ill.	89	76	85	19,110	22,754
Pa.	83	79	85	19,110	22,754
Ohio	83	79	85	19,110	22,754
Ind.	79	78	85	19,110	22,754
Ill.	89	76	85	19,110	22,754
Mich.	89	76	85	19,110	22,754
Minn.	78	80	85	19,110	22,754
Mo.	81	82	85	19,110	22,754
Ne.	69	77	85	19,110	22,754
Neb.	64	76	85	19,110	22,754
Kan.	79	71	85	19,110	22,754
Mont.	75	86	85	19,110	22,754
W. Va.	80	86	85	19,110	22,754
N. C.	82	84	85	19,110	22,754
Ky.	84	81	85	19,110	22,754
Tenn.	82	79	85	19,110	22,754
Okla.	82	72	85	19,110	22,754
Tex.	95	69	85	19,110	22,754
Mont.	77	75	85	19,110	22,754
Idaho	81	89	85	19,110	22,754
Colo.	80	80	85	19,110	22,754
Utah	88	87	85	19,110	22,754
Wash.	83	82	85	19,110	22,754
Ore.	89	89	85	19,110	22,754
Cal.	88	78	85	19,110	22,754

U. S. 76.5 77.8 543,390 548,908 398,486 549,418

RYE.

N. Y.	77	89	449	476	610	734
N. Y.	84	93	694	689	792	986
Pa.	79	92	1,450	1,506	1,836	2,870
Ohio	85	87	1,025	1,002	990	1,133
Ind.	83	87	2,337	2,319	1,744	2,333
Ill.	81	89	1,290	1,334	1,744	2,776
Mich.	79	86	2,366	2,413	2,600	3,696
Wis.	83	87	3,123	3,653	3,789	5,336
Mo.	79	85	6,010	6,702	7,250	13,364
Minn.	86	91	531	527	574	764
Iowa	84	93	10,253	11,927	15,770	16,966
S. D.	84	86	1,294	1,611	1,910	4,176
Neb.	72	88	2,604	3,013	2,522	2,174
Kan.	77	82	507	549	383	600
Va.	81	90	393	403	322	540
N. C.	87	93	899	704	816	590
Okla.	87	83	458	459	396	422
Or.	75	88	1,218	1,429	1,490	1,773
Wyo.	90	92	586	605	564	485
Colo.	87	89	595	916	850	874

years: last year's crop was 48,696,000, and the average of the past ten years, 67,966,000 bus.

Production, 1926, as compared with 1925, is estimated as follows (000 omitted):

	1926.	1925.
Winter wheat	563,937	398,486
Spring wheat	221,705	270,879
All wheat	785,642	669,365
Rye	42,414	48,696
Oats	1,297,807	1,501,099
Cotton		16,086
Corn	2,900,581	

—Nat. C. Murray, Statist., Clement, Curtis & Co.

Kansas Crops Need Moisture.

Kansas City, Mo., June 4.—On a 2,000-mile trip covering 42 counties thru all of central and southwestern Kansas, the crop conditions were as follows:

From Kansas City to Salina the wheat looked fairly good in the central-eastern counties; was headed out. Weather dry, more moisture needed to make conditions very favorable to this section did have some rains of late. Considerable corn planting observed. Soil in good shape.

In central Kansas, from Salina south to Lyons and further west thru Rice and Barton counties into Holsington, the wheat was somewhat disappointing, needing rain, and going back fast. The subsoil moisture of several weeks back had about disappeared. Yields will not average better than 10-12 bushels even with rain within the next 10 days. Around Lyons the wheat was drying up. Most of the old wheat was cleaned up.

In western Kansas, thru Ness, Lane, Scott and Wichita counties into Greeley county, the wheat was all going back on account of the dry weather. At Tribune the wheat crop prospect was 30-40% below what it was a short time back. The weather was too dry, high winds being prevalent, and the subsoil moisture evaporated. Wheat that looked like 30 bus. to the acre May 1 won't make more than 10 now. Some fields of early sown wheat now reported about gone.

In southwestern Kansas, in and around Dodge City, the prospects were very favorable, as this district has had several good showers. Along the Elkhardt branch of the Santa Fe, west from Satanta in Haskell county, thru Grant county, out near the Colorado line, the wheat was just starting to head out and the prospects would have been for 15-20 bus. per acre if they had had rain, however the weather was very dry with high winds. This territory had considerable kafir and milo last season which was handled very unprofitably by the elevator men.

In Gray county the wheat showed the results of dry weather and was firing. All this territory down to the Oklahoma line was needing rain. In Morton county the extreme southwestern county, good rains fell and certainly increased the prospects. The wheat around Elkhardt was further advanced and really did not need rain, it was in splendid condition. A bumper crop is predicted in Stevens county also. At Plains, Meade county, wheat looked fine. Plenty of moisture, and holds for Fowler. It being expected that they will ship 1½ million bushels this season. To Englewood, thru Clark county, strong weather and high winds were prevalent, the soil was dry and that immediate territory all down to Ashland had not received any of the moisture that the west adjoining counties has just received. Wheat in Clark county had gone back 40% the past 10 days.

At Protection and Coldwater, in Comanche county, wheat looked much better. Moisture had been seasonable, wheat heading out. Kingman and Reno counties into Hutchinson looked good. Had several good rains in this territory and the wheat has made good advancement, was headed out.

Northwestern Kansas and Colorado. Yuma county in particular, will not make over 6 bus. per acre. From Haight, Neb., to St. Francis, will not make over 5. Many fields plowed up on account of dry weather. At Goodman, Kas., Sherman county, about one-third crop is all that can be expected, very dry, need rain to produce this proportion. Eastern central Colorado, around Flagler and Limon to Denver, wheat looking excellent all the way.

Some new wheat has been sold, but the country dealers seemed to be playing safe and did not wish to take much chance as to selling any great quantities of the new wheat until the crop was threshed.—Jas. N. Russell.

The facts about the downward trend of operating expenses and the upward trend of taxes on the railways, and the changes that have been occurring in the service rendered to the public by the railways and by the governments that tax them, seem to illustrate well the continuing need for "less government in business and more business in government."—*Railway Age*.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Tolar, N. Mex., May 31.—I look to do a nice business in grain this year. I believe at least 75 cars of wheat will move from Tolar this season.—C. A. Watkins, successor to F. G. Forrest.

Satanta, Kan., May 24.—With favorable harvesting conditions new wheat will move to market faster than ever before, as a large percentage of it will be harvested with a combined harvester-thresher, and good roads will expedite its being trucked to market. Most of these combined machines have been purchased on time, the buyer paying the freight and promising to make the first cash payment August 1, so he must rush his wheat to market if he is to make good. The railroads have a large number of box cars on the sidings so they are ready to do their part.—X.

Oats Movement in May.

Receipts and shipments of oats at the various markets during May, as compared with May, 1925, were as follows:

	Receipts		Shipments	
	1926	1925	1926	1925
Baltimore	854,576	833,085	832,678	255,773
Chicago	2,851,000	2,838,000	5,666,000	5,482,000
Cincinnati	260,000	230,000	132,000	136,000
Duluth	2,656,508	1,941,917	4,406,798	3,961,743
Ft. William	4,730,256		6,494,336	
Indianapolis	96,000	234,000	87,000	64,300
Kansas City	534,000	688,000	520,000	572,000
Los Angeles	195,500	401,200	93,300	465,500
Los Angeles	70,500	43,500		
Milwaukee	638,820	1,108,350	940,812	742,302
Minneapolis	1,363,800	1,670,800	3,978,900	4,732,950
New Orleans	79,956	27,000	71,686	81,645
New York	636,000	4,373,300	369,000	3,637,000
Omaha	386,000	932,000	754,000	1,328,000
Peoria	678,600	621,200	789,400	419,200
Portland	94,500	142,500	18,315	47,777
St. Joseph	84,000	82,000	14,000	58,000
St. Louis	2,368,000	2,774,000	2,188,700	2,124,000
Seattle-Tacoma	28,500	94,500		
Superior	2,454,238	147,640	1,932,856	2,787,264
Toledo	43,650	606,050	21,780	15,600
Wichita	4,500	75,000	6,000	75,000

Corn Movement in May.

Receipts and shipments of corn at the various markets during May, as compared with May, 1925, were as follows:

	Receipts		Shipments	
	1926	1925	1926	1925
Baltimore	112,242	57,496	98,012	
Chicago	3,039,000	3,611,000	4,278,000	2,939,000
Cincinnati	520,200	344,000	540,400	283,900
Duluth	8,057	42,853		162,962
Ft. Worth	197,500	211,250	77,500	222,500
Hutchinson	108,750	153,750		
Indianapolis	878,000	1,194,000	618,000	734,000
Kansas City	1,341,250	1,067,500	1,428,750	1,721,250
Los Angeles	256,250	195,000		
Milwaukee	164,280	244,920	1,103,433	638,505
Minneapolis	497,810	448,450	382,900	498,400
New Orleans	637,504	217,500	545,081	270,784
New York	157,500	100,200	9,000	
Omaha	1,150,800	957,600	1,508,800	1,226,400
Peoria	1,048,000	1,482,850	816,750	693,650
Portland	123,000	28,500		
St. Joseph	1,344,000	693,000	616,780	928,500
St. Louis	1,812,200	2,009,000	1,618,920	1,022,250
Seattle-Tacoma	110,000	31,250		
Superior	6,510	48,850		155,156
Toledo	60,000	47,500	34,460	26,855
Wichita	169,100	163,200	140,400	128,400

Barley Movement in May.

Receipts and shipments of barley at the various markets during May, as compared with May, 1925, were as follows:

	Receipts		Shipments	
	1926	1925	1926	1925
Baltimore	335,799	258,523	300,405	186,501
Chicago	985,000	382,000	161,000	211,000
Cincinnati	4,200	2,900		
Duluth	179,990	520,437	544,011	183,333
Ft. William	2,956,491		3,212,852	
Ft. Worth	6,450	15,000	11,250	7,500
Kansas City	22,500	33,000	15,000	10,400
Los Angeles	217,500	129,000		
Milwaukee	693,320	733,540	143,244	132,380
Minneapolis	1,112,640	888,590	1,766,880	1,250,660
New York	387,600	2,769,900	2,004,000	2,009,000
Omaha	24,000	19,200	11,200	17,000
Peoria	179,000	51,400	303,600	18,200
Portland	6,400		69,119	1,001
St. Louis	6,400	25,900	25,900	16,000
Seattle-Tacoma	28,750			
Superior	102,099	474,147	496,065	302,283

Crops Abroad.

Rumania: The prolonged drought has caused the crop situation to become very critical.

Swedish crop prospects are slightly less favorable than those of last year.

Turkey's cereal exports considerably exceed the 1924 period's value of £1,926,000.

Japanese wheat stocks are reported to have increased tremendously over the same period year ago.

The Punjab (India) wheat crop is estimated at 3% lower than last year. The wheat crop is arriving in good quantities.

Austria cereal prospects are fair, which summary of the crop condition holds for all of Central Europe, according to recent dispatches.

Mexico.—No wheat or corn is coming into central Mexico up to the present but orders for about 60 carloads of corn are expected to be placed soon.

Argentina.—The export movement of all cereals has increased due to the settlement of the local railway labor troubles. Corn prices are very low and the grain exchanges have requested the abolition of the export duty on corn.

Palestine.—The winter cereals in the Acropolis Plain, which had suffered from too much rain have been saved by the recent fine weather, and excellent yields are expected from all areas except Jericho and parts of the Beersheba.

Australian wheat exports declined nearly £2,000,000 during March compared with February, and £4,140,000 less than March, 1925. Wheat flour recorded a noticeable increase. The New South Wales superintendent of agriculture predicts a very good yield for the state.

Guatemala.—At least 3,000,000 bus. of corn must be imported into Guatemala, as the spring corn crops have been destroyed by grasshoppers, according to a cable, dated May 27, from the American Consul at Guatemala City. If the August crop should also be destroyed by the grasshoppers, which now seems likely, it will be necessary to import another 3,000,000 bus.

Persia.—Owing to severe drought conditions in a number of Persian provinces, wheat is very scarce and, owing to the lack of transportation facilities between the provinces, considerable grain imports from Russia and India were necessary. Wheat production for the year is estimated at 2,750,000 short tons, barley at 1,250,000 short tons, and cotton at about 30,000,000 pounds.

Wheat Movement in May.

Receipts and shipments of wheat at the various markets during May, as compared with May, 1925, were as follows:

	Receipts		Shipments	
	1926	1925	1926	1925
Baltimore	1,405,583	757,214	1,005,359	992,121
Chicago	1,914,000	3,249,000	1,390,000	1,386,000
Cincinnati	287,400	331,500	313,000	250,200
Duluth	3,363,323	4,927,432	10,231,738	8,908,272
Ft. William	15,609,148	13,552,351	31,578,983	23,738,474
Ft. Worth	135,000	324,000	369,900	421,200
Hutchinson	481,600	807,800		
Indianapolis	138,000	198,000	82,000	89,000
Kansas City	1,885,950	2,326,050	1,850,550	2,124,000
Los Angeles	297,000	238,000		
Milwaukee	425,600	107,880	778,968	143,200
Minneapolis	4,594,280	3,378,230	2,920,790	5,460,800
New Orleans	160,757	79,650	94,021	2,513,101
New York	5,358,900	5,708,200	4,764,000	4,753,000
Omaha	854,000	1,075,200	628,800	1,064,000
Peoria	24,600	128,150	64,800	74,400
Portland	3,788,400	205,400	2,981,561	240,000
St. Joseph	478,500	638,400	183,400	238,000
St. Louis	1,388,200	1,000,600	1,140,800	1,447,000
Seattle-Tacoma	557,550	248,900		
Superior	1,384,892	3,100,208	4,125,410	4,332,700
Toledo	102,200	172,800	25,650	64,300
Wichita	402,300	574,800	599,400	418,800

*Foreign exports.

Rye Movement in May.

Receipts and shipments of rye at the various markets during May, as compared with May, 1925, were as follows:

	Receipts		Shipments	
	1926	1925	1926	1925
Baltimore	11,667	18,441		845,200
Chicago	54,600	2,663,000	3,000	1,470,000
Cincinnati	2,800	11,200		
Duluth	768,032	1,609,189	2,787,704	3,091,300
Ft. William	689,145		195,904	
Ft. Worth	2,400	1,200		
Kansas City	25,500	3,300	7,700	8,800
Milwaukee	69,335	72,180	197,700	597,400
Minneapolis	292,220	189,660	219,860	432,300
New Orleans	85,426	1,200	140,334	57,700
New York	144,000	512,000	259,000	306,000
Omaha	53,200	28,000	96,600	96,600
Portland	3,000	1,500		
St. Louis	67,600	2,600	87,618	2,800
Superior	622,180	874,638	1,545,600	1,717,000
Toledo	7,200	3,600	2,985	1,700

Texas Grain Dealers Ass'n at Houston

The 29th annual meeting of the Texas Grain Dealers' Ass'n was called to order at 10 a. m. on May 24, in the roof garden of the Rice Hotel, Houston, Tex., by Pres. Harry L. Kearns, Amarillo.

PRES. KEARNS: We are a little in competition with labor up here in the open air. Houston has a big building program in progress, so all of you will have to listen closely to hear our speakers above the noise of these automatic riveters.

DR. WM. D. RYAN asked divine guidance.

MISS SALLEY KEITH sang two Spanish songs, accompanied by Miss Stubblefield at the piano, then led the entire assemblage in community singing.

The **MAYOR** of Houston was unable to attend. Mr. Halverton took his place and made the address of welcome.

The Port of Houston.

MR. HALVERTON: I believe you have already discovered you are welcome.

Many things about Houston deserve mention. We have a Chamber of Commerce which deserves much of the credit for developing the agricultural interest of the interior of Texas. It stands among the foremost in the United States.

Mr. Haines will tell you of the immense shipping facilities and favorable rates which have been procured for Houston by our Chamber of Commerce. We have recently added airplane mail service to our advantages. Our building permits, which pass thru my hands, now \$2,000,000 are scheduled for improvements and are in progress right now.

Houston has over 200,000 fine people, and as their representative I welcome you to the city.

PRES. KEARNS: Galveston has always been a popular meeting place for conventions. But Houston has been bidding for our attendance for years and, expecting to get it this year, they got the man who made Galveston here to talk to us. He built the sea wall at Galveston and the Galvez hotel to accommodate the crowds. He has just completed the Houston ship canal. I refer to Col. H. H. Haines.

COL. H. H. HAINES, Houston Chamber of Commerce: When Texas prospered and elevators were built to handle the Texas grain crops, the northerners began to come down here to share in the general prosperity. Then it was that the old timers of Texas got together and organized the Texas Grain Dealers' Ass'n to protect themselves. I've been associated with them for a long time and feel that I know them, and I take a great deal of pleasure in being here this morning. When I see the great improvement in the grain business over 30 years ago I know that it is due to your organization and that the grain business is better because of it.

Improved facilities have come in Houston to handle the improved business of the grain men. We are getting into grain handling.

There may be times when differences of opinion appear between members of the grain trade, but no man can look back on the conditions of 30 years ago without realizing a big improvement has come in trade conditions. In a transportation way we are beginning to realize considerable traffic.

Thirty years ago Texas was not the agricultural state it is now. We have become heavy exporters, comparing very favorably with New York, and every reason in the world lies before you for advocating working for the betterment of the state. Much property lies awaiting further agricultural improvement and further prosperity for Texas.

In Texas, Oklahoma, and Kansas we have the best crop in prospect for years and here

at Houston we are preparing to handle the export business that must result, and do our share in building up the agricultural interests of the southwest.

I welcome you and hope that when you leave you will take with you some of these thoughts and strive to further improve the agricultural interests of this splendid state of Texas.

MAJOR ALLIN: During the past 5 or 6 years we have made great strides in the development of Houston as a port with facilities for handling the business of a very large territory. We have had several building programs which have steadily increased the size of our city and during the past year the federal government increased the depth of the channel from 25 to 30 feet and put in channel lights that permit the project to work continuously for 24 hours a day.

The Passing of Eugene Early.

Eugene Early of the Early Grain & Seed Co., Waco, Tex., died at his home June 5, aged 77 years. He was born in Virginia, moved to Waco 54 years ago, and engaged in the grain business in 1880 under the style of Seeley & Early Grain Co. He was one of the organizers of the Texas Grain Dealers Ass'n and the originator of the arbitration feature of ass'n work. He long served the ass'n as vice-president, president and member of its executive com'tee.

At the first meeting of the ass'n in Fort Worth Sept. 6, 1898, in discussing the settlement of differences he proposed that the ass'n "put itself in position to arbitrate differences between members, but refuse to recognize non-members." Out of this proposal came the arbitration com'tee and the arbitration rules of the Texas Ass'n, an attractive department of ass'n work which was adopted by the National Ass'n at Des Moines in 1901.

Kindly Gene Early was often blunt in his ass'n discussions and the wags often got him so excited he would sputter, but they never moved him, hence his nickname "Sitting Bull." Careful, cautious and farsighted he contributed largely to the success of the Texas Ass'n and to the benefit of the grain trade of the Southwest. He was highly esteemed and kindly regarded by his host of friends in the trade.

The business will be continued by his sons W. W. and L. C. Early.



Eugene Early, Waco, Texas, Deceased.

In developing the shipping facilities of the port we have built 40 miles of belt railroad which connects all of the 17 railroads entering the city, and all of the city industries, with the port facilities. Recently the Southern Pacific spent large sums in improving and enlarging its facilities, thereby expressing a confidence in Houston's future matched only by the confidence expressed in the same way by other companies interested in the port.

You are particularly interested in the grain handling facilities. Knowing grain was coming our largest marine elevator, a municipal project, was so constructed as to permit the construction of additions as needed. In it is a car unloader the like of which is not found this side of Baltimore, and the elevator is designed thruout for the rapid and efficient handling of your grain.

Houston is well located and strives to give service to its patrons at all times. I am sure your trial will result in complete satisfaction. I thank you.

PRES. KEARNS: Houston has done itself proud by welcoming us with Majors and Colonels and it is only proper that we return in kind. We have with us one of the finest orators of the layman class in Texas. Let me ask Mr. J. Z. Keel of Gainesville to make the response.

MR. KEEL: I have prided myself on being the oldest grain man in the state of Texas. When Mr. Dorsey sent his request for my attendance I answered him that I would come if he would have plenty of the elixir of life along. He promised, and right now I am feeling as if I would like just a little of that elixir.

Mr. Haines told you a lot of things about how he made the port of Galveston and of Houston. He used to work for me. I made Mr. Haines, right in my office years ago.

These remarks about the ports remind me of a meeting I attended some years ago before the prohibition monstrosity was brought upon us, when an Iowan was lauding the tall corn of Iowa. When he had completed a somewhat lengthy and highly enthusiastic discussion, a little Irishman from Peoria, Ill., arose and said, "What would Iowa do with her corn if it wasn't for Peoria?"

So it is with the ports of Houston and Galveston. What would they do were it not for the grand state of Texas behind them. We are astounded at their growth, but they have the interior to thank. It is thru the interior that they were built.

We are proud to be with you, gentlemen, and we are going home to tell our folks and our fellow townsmen about you. This summer shall see your city filled with excursions and you will know your efforts have not been in vain.

E. N. NOBLE, Plainview, reporting for the Arbitration Com'tee: During the year past we have held only one meeting, treating with 4 cases. Five cases were filed, but one was settled outside the com'tee by mail and withdrawn. Only one case was appealed. It seems that dealers are becoming more careful in making contracts and as a consequence we are having much less arbitration than we otherwise would.

CHAS. QUINN, sec'y of the Grain Dealers National Ass'n, Toledo, repeated his discussion of legislation given at the meetings in Enid and Salina.

PRES. KEARNS, reporting for the Arbitration Appeal Com'tee and the Tri-State Appeal Com'tee, said,

As the chairman of your Arbitration Com'tee has set forth, the Arbitration Dockets were cleared at the beginning of this fiscal year, and as you have observed from his report, there has been only one appeal from the decision of the Arbitration Com'tee, and that is now pending and will be handled by the Appeal Com'tee during this meeting.

Of course, the suggestion of the Chairman of the Arbitration Com'tee is very gratifying

to the officers, and I am sure to the members of your Assn, as it indicates good feeling and fellowship on the part of members and speaks very highly for the work of the Assn. in assisting its members in avoiding controversies, lawsuits and heavy expenses, and this feature of the Assn. is worth a great deal more than the cost to the members.

Reporting for the Tri-State Appeal Com'te, Pres. Kearns stated it had only one case and that had been settled by mail. Continuing Mr. Kearns presented the annual address of the president which follows:

President's Address.

Time is short so I won't take much, or say all of the things I want to say. Among the high lights of the past year is the fact that we started over \$3,000 in debt. Now we are out of debt, and have \$500 in the treasury. Of course we haven't done a lot of things we should have done and wanted to do, because of the state of our finances. The new administration will have that advantage. It can start free from debt.

The traffic problem is still a mess and there seems to be little chance for improvement. The Interstate Commerce Commission is more deserving of criticism than the state commission. But its hands are tied. Tariffs are issued on 30 days' notice and become a part of the rate structure unless someone complains. Then only may the hearings start. Many changes get thru without anyone complaining.

At this time I should like to offer a little praise for the Texas Industrial Traffic League. It has been a great aid to the shippers in Texas and has always fought hard for the shipper's rights. I should like to recommend that we do all in our power to aid it. A case has recently been filed designed to tear up the entire rate structure of northwest Texas and we ought to help in the battle.

At this time, too, I should like to compliment Houston on its hospitality and its greetings and to thank the directors of our Ass'n and our old friend, Sec'y Dorsey, for the way they have stood by me in the affairs of the Ass'n during the past year.

The following com'tes were appointed:

RESOLUTIONS: J. W. Jockusch, Galveston; G. D. Broyles, Palestine; Walter Jenull, San Antonio; J. C. Hunt, Wichita Falls.

COUNTRY RUN CANE SEED: L. A. Marshall, Dallas; Clarence Byrnes, Tulsa; E. W. Crouch, McGregor; Homan Rogers, Dallas; A. A. McNeil, Valley Mills.

PURE SEED OATS: Gus Cranz, Fort Worth; C. R. Teary, Corsicana; E. R. Kolp, Fort Worth; Chas. Chinski, Beaumont; John Clement, Waco.

Adjournment to Tuesday morning.

Entertainment.

Many of the dealers gathered in the main dining hall of the Rice Hotel for a luncheon and visited and held round table discussions.

At 2:45 p. m. chartered cars arrived to take the 300 people present to the boat, Galvez, for a ride down the channel to the San Jacinto battle field, that historical spot reminiscent of the war with Mexico.

A stop was made to permit inspection of the new million-bushel municipal grain elevator, where an electric car unloader was put thru its paces, unloading a car of wheat in 8 minutes.

On arrival at the battle field a sea food dinner was served and consumed with relish.

HON. N. G. KITTRELL, in an address

following the dinner, gave a historical description of the battle thru which Texas won her independence.

A colored orchestra, which had entertained the guests on the boat, made music for a period of dancing before the return to Houston.

Tuesday's Session.

Pres. Kearns called the second day's session to order with a request for the Sec'y's report. Sec'y Dorsey reported as follows:

Report of Secretary-Treasurer.

Gentlemen,

Complying with the Constitutional requirements, I take pleasure in submitting to you my annual report as Sec'y and Treas. of your Ass'n for the fiscal year beginning June 1st, 1925:

Membership last report 277
Members admitted during this fiscal year... 28

305
Deduction for resigned, retired from grain business and other causes or reasons.... 53

Present membership..... 262

Financial Statement.

Receipts—

On hand last annual report
(cash, bonds, etc.).....\$2,023.49
From membership fees..... 200.00
From dues..... 6,109.65
From deposit fees, arb. cases..... 92.50
From railroad claims..... 5.05
From interest account..... 131.23
From ads in booklets..... 135.00 \$8,786.92

Disbursements—

Wheat loss account.....\$ 1.40
Exchange..... 25
Railroad claims..... 16.50
Corp. & fran. tax, rug, flowers, etc..... 71.75
Paid G. D. Nat'l. Ass'n dues, 2 years..... 384.50
Return of arb. dep. fees and awards..... 156.00
Secretary's salary (\$450 on back salaries)..... 4,050.00
Telegraph & telephone..... 100.81
Arbitration expense (E. N. Noble)..... 45.00
Rent account (includes \$35.30 storage on records)..... 575.30
Rate fund..... 156.71
Printing & stationery..... 200.84
Postage account..... 184.10 \$6,043.19

Balance on hand..... \$2,743.73

The following accounts have Credits, as follows:

Wheat loss claims.....\$2,081.71
Traffic or rate fund act..... 200.00
Arbitration deposit fees..... 30.00

Total.....\$2,311.71

Considering the extremely depressing conditions of the past fiscal year, I consider this a splendid report, especially since we have gained in our finances more than \$1,600 by close figuring and cutting all expenses in every way possible, thereby enabling us to show that we have sufficient funds on hand to take care of the Special Funds and nearly \$500 surplus, with all expenses paid to June 1st, except a small printing bill, telegraph and telephone bills, which I do not think will amount to as much as \$25.

Our last annual report showed that we owed the various Special Funds \$2,534.85, and had on hand funds amounting to \$2,023.49, leaving a deficit of \$511.36. In addition to this, we were due on salary for Sec'y and his assistant \$450, also due the Grain Dealers Nat'l Ass'n for back dues \$229.50; due for back storage on our old records \$35.30, making a total deficit of \$1,226.16.

The above statement shows that we now

have on hand \$2,743.73 and with the various Special Funds as shown. Deduct this from the funds on hand, leaves a net Ass'n balance of \$432.02. Add this to the deficit of \$1,226.16, shown on last year's report, makes a total of \$1,658.18, which I consider an extremely good showing when conditions are considered, and it indicates a good financial basis for our organization.

At the last annual meeting the Ass'n adopted a budget for the expenditures of our Ass'n as follows: Rent, \$540, Printing & Stationery \$110, Telegraph & Telephone \$150, Sec'y's salary \$3,600, Postage \$200, Incidentals \$100, making a total of \$4,700. We have expended for the year on these accounts the following: Sec'y's salary \$3,600, Rent, \$540, Printing and Stationery \$165.84, Telegraph and Telephone \$100.81, Incidentals \$72, Postage \$184.10 making a total of \$4,662.75. I think we have on hand sufficient circular paper to last another year besides quite a lot of postage in the way of stamped envelopes.

It is needless to take up your time in lengthy report of the activities of the Ass'n during the year, as we have tried to keep you reasonably well advised through our circulars.

The report was adopted.

Insurance.

A discussion of "Can the Texas Grain Dealers Maintain a Mutual Fire Insurance Company" showed the majority of dealers believed the Texas Millers Mutual sufficient. Where the dealers maintain their houses in insurable condition this insurance may be procured at a saving of 40%; when they fail in this respect they ought to pay the high rate demanded by stock companies.

Cane Seed.

GUS CRANZ, Fort Worth, discussing cane seed, said: Texas cane seed contains 5 to 10% Johnson grass seed for which we are heavily penalized. As a result Kansas seed, free from Johnson grass, commands much better price. Probably nothing can be done by the Ass'n in any way except by propaganda. I would suggest we go on record as favoring educational measures to overcome the penalization.

E. W. CROUCH, McGregor: Kansas cane seed is plumper, better color seed, and can be cleaned 15c a hundred cheaper than the Texas cane. I suggest we appeal to our agricultural department to establish a grade for Texas seed so as to encourage the farmers to take care of their seed. It is up to the buyer to demand a better grade thru docking for poor seed.

Information on Dealers.

DOUGLAS KING, San Antonio: It used to be that members would procure from the Sec'y's reports much information of considerable importance about grain dealers. He put out information regarding them that the directors sometimes thought would bring on lawsuits. Since then he has become more guarded in his expressions.

Two years ago the Texas Grain Dealers Ass'n became incorporated and can now be held responsible only to the extent of its treasury. In its list of objects is included a provision for the dissemination of information.

It would be of great value to the fair and scrupulous dealers to have information regarding those who are otherwise. Such information



Section 1—Showing Some of the Dealers Attending Annual Meeting of the Texas Grain Dealers Ass'n at Houston. See facing page.

ion could be put on a separate sheet for convenient pigeon-holing.

In the back of the directory of the Oklahoma ass'n is a list of the members who have been expelled for one reason or another. If that comes within the bounds of Texas law let us have something like it.

PRES. KEARNS: If we would all be more diligent in reporting to the Sec'y any unsatisfactory dealing we have had with anyone, he would be in a better position to aid us.

GLENN BERRY, Wichita Falls: We overcome sharp practices of unscrupulous dealers by not dealing with them. Before we consider business transaction with a grain man we find out whether or not he is a member of the Grain Dealers National or one of the state ass'ns.

SECY DORSEY: We have been in touch with competent attorneys and they have always advised me never to write anything in a public way which might cause a law-suit. In accordance with the advice of our directors I have carefully avoided doing so, tho I approached the line as close as possible.

Our wealth of information is one of the most valuable features of our Ass'n. I am in a position to help you fellows, but can do so better if you will advise me of unsatisfactory dealings. I always write to the party complained of to permit getting both sides of the story.

It is our experience that if a man will deal disreputably with one person he will do so with others whenever he believes it will net him a profit. It takes the strength of an ass'n to stop him.

MISS LILLIAN RICHARDS sang several entertaining numbers, accompanied by Miss Vitello at the piano.

SECY DORSEY read a letter from E. H. Crenshaw, the Ass'n's first secretary, expressing regrets at inability to attend. He followed this with a telegram from A. P. Hughston, Plano, which said:

"Greetings to the Texas dealers in their 28th annual convention and to the Houston fraternity or the hospitality indicated on program. Long live the good work of the Ass'n in combating antagonistic legislation and promulgating higher standards in the grain trade. Telephone rates are exorbitant and we favor additional efforts for placing both telephone and telegraph companies under Texas Railroad Commission as public utilities. Regret inability to be with you."

Export.

WILL BOWIE, Beaumont, called upon for a few words as one of the early organizers of the Ass'n, said: I am told one of the first signs of old age is talking of the past. I was among the early organizers of this Ass'n and frankly admit was formed because we had to and together as a means of protection. We boycotted and said terrible things about unscrupulous dealers until they were either put out of business or had been beaten into submission. Now we have a nice, well-behaved trade.

I like to speak of the past but something greater presses on my mind. Texas has wonderful export facilities. Why don't some of

you fellows go a little farther and get into the export game?

JULIUS W. JOCKUSCH, Galveston: We are anticipating a tremendous movement of wheat and are arranging to handle it. Tonnage for export grain is being provided at our ports. Negotiations providing 53 American bottoms have been completed and this alone will handle 15 million bus. at a time. Arrangements are being made for 16 additional ships and foreign companies have been instructed to prepare.

Several transportation companies and chambers of commerce are obtaining information and statistics on the grain movement. They are co-ordinating their efforts to move the crop. The congestion that occurred in Galveston in 1921 will not be repeated.

Texas ports are not storage centers. Galveston has only room for 5,000,000 bus., Texas City 500,000, Houston 1,000,000, Port Arthur 500,000. You can help by selling your grain so it will go thru and not be held.

We are preparing for a heavy movement in July and August.

Resolutions.

The Resolutions Com'te reported the following resolutions, which were adopted:

PRINTING ON STAMPED ENVELOPES.

Regarding House Bill 4478, providing for the printing or return address on stamped envelopes, the Com'te on Resolutions begs leave to recommend, that since it will cost the general public more money and waste of time in having these addresses printed, we deem it an unwise bill and strongly urge its defeat.

MEMBERS ABSENT FROM SESSIONS.

The special com'te on resolutions, in the matter of attendance of members at the sessions of the Ass'n begs to recommend

That since some of our members are violating all rules of ethics and of prosperity in absenting themselves from the meetings of our Ass'n, while said meetings are in session

And since such a course is specially objectionable and embarrassing when prominent persons are invited to address us.

And since such a course reflects discredit on the Ass'n, however little such reflection may be intended by the offender, Therefore, be it

Resolved that the president of the Ass'n call attention of each member to the value and importance of this matter and respectfully urge that the members attend the brief sessions and discontinue the habit of trading, visiting and absenting themselves from the regular sessions of our Ass'n.

WAR ON JOHNSON GRASS.

Resolved that the Texas Grain Dealers Ass'n, in co-operation with the Panhandle Grain Dealers Ass'n, and the Texas Agricultural Bureau, work with the Texas farmer towards the elimination of Johnson grass from cane seed and other field seeds, as this pest has in recent years grown to such proportions that Texas seeds are being penalized from 10 to 20 cents per hundred pounds in favor of seed from other states, which are thought to be free from Johnson grass.

The question of obtaining membership in the Texas Industrial Traffic League was left to the Executive Com'te.

Cane Seed Grades.

The Cane Seed Com'te recommended buying and selling country run cane seed on a cleaned basis and advocated establishment of grades for cane seed.

Mr. Crouch moved that a com'te be appointed by the president, composed of one seed dealer, one terminal grain dealer and one country grain dealer to formulate grades for cane seed and recommend their adoption to the proper authorities. Carried.

Officers were elected as follows: R. L. Cole, Krum, pres.; V. H. Davison, Galveston, 1st vice-pres.; R. H. Wagenfuehr, New Braunfels, 2nd vice-pres.; H. B. Dorsey, sec'y-treas. Directors: G. E. Cranz, Fort Worth; John Clements, Waco; L. C. McMurtry, Pampa.

Adjourned sine die.

Convention Notes.

Attendance numbered about 300. Sixty-five were ladies.

At 10:30 a. m. Tuesday the visiting ladies were taken for a drive over the city and were given luncheon at the Warwick Hotel.

Cards to the Country Club were available both Monday and Tuesday afternoon for those who wished to play golf. Many took advantage of the opportunity.

A smoker and entertainment was given the men on Tuesday evening in the Dow building. Several rounds of boxing were staged.

Among the Galveston delegates were Julius H. Jockusch, V. H. Davison, R. A. Stolz, and Felix Meyer.

San Antonio sent Frank White, Walter Jenull and Douglas King.

Railroad men present were H. W. Landman, R. C. Jordan, G. F. Kay, Frank O'Kane and J. F. Carlton.

Supervisors and inspectors were Virgil L. Nigh and C. W. Griffin, both from Fort Worth.

Bag men included B. T. Erwin, C. H. Lewis and O. V. Foman.

Dallas sent J. E. Heiser, L. A. Marshall, Geo. W. Williams, and A. Galbraith.

The Kansas City delegation included Dave Davidson, Oscar Cook, H. C. Gamage and Wm. J. McNeil and Frank Theis.

The Fort Worth delegation included G. E. Cranz, John Davitte, Young Davitte, R. S. Dorsey, Eddie Durell, Jerry Henderson, Wm. Ingram, P. S. Ingraham, Harry Johnson, Kay Kimbell, E. R. Kolp, W. D. Mathews, P. J. Mullin, Leo Potishman, E. G. Rall, K. K. Smith, Sam Strader, Jule G. Smith, and Clarence G. Wilkins.

John M. Clement and B. E. Clement, Jr., came from Waco.

MEMBERSHIP PRIZES: The cash prizes of \$50 offered by the Directors were awarded to Ben E. Clement of the President group for six applications and Royce T. Dorsey of the other group for eleven applications.

NEW MEMBERS and associate members include: J. C. Clingsmith, Nocona, Texas; H. D. Wallace Grain Co., Houston; W. V. Blasingame, Hillsboro; Bosque Mill & Elev. Co., Clifton; B. L. Boydston, Baird; Geo. S. Colby (Houston Public Elev.), Houston; Dorsey Grain Co., Weatherford; Glenn & Sullivan, Seagoville; John Harlin, Gordon; Hays Grain Co., Whitney; Lake Charles Feed Co., Inc., Lake Charles, La.; Reinhard Feed Co.,



Section 2—Texas Grain Dealers at Houston. See facing page.

Boerne, Texas; Whitesboro Oil Mill, Whitesboro; Associate Members: Houston Shipping Co., Houston; J. D. Latta, Houston; J. H. Upschulte (Chief Grain Insp.), Houston; and Lone Star Bag & Gassing Co., Houston.

NEW STANDING COMMITTEES. The new Directors appointed the following Committees: Arbitration Committee: J. S. Criswell, Graham, Marvin G. Rall, Fort Worth, and A. E. Childress of Temple. Appeal Committee: R. L. Cole, Ex-officio Chairman, A. P. Hughes, Plano, E. W. Crouch of McGregor, W. H. Killingsworth, San Antonio, and W. W. Manning of Fort Worth. Tri-State Appeal Committee: R. I. Merrill of Fort Worth. Traffic Committee: Ben E. Clement, Waco; Jas. A. Simons, Fort Worth; Chas. P. Shearn, Jr., Houston; Glen L. Berry, Wichita Falls, and H. B. Dorsey, Fort Worth. Attorney: Julien C. Hyer, Fort Worth.

Dave Davidson, Kansas City, brought along his banjo and his voice, delighting his many friends.

Texas dealers present included C. D. Ashenhurst, New Braunfels; J. L. Brooks, White-deer; Glenn Berry, Wichita Falls; W. V. Blas-ingame, Hillsboro; C. O. Byrnes, Tulla; Walter Barlow, Amarillo; Albert Brown, Lampasas; Hansford Berry, Rogers; E. W. Crouch, McGregor; R. L. Cole, Krum; Tom C. and "Duke" Connally, Clarendon; C. C. Edwards, Clifton.

J. S. Griswell, Graham; J. C. Hunt, Wichita Falls; C. R. Hayes, Whitney; G. G. Hayes, Orange; M. B. Hill, Hillsboro; F. L. Hendricks, Clarendon; Harry Kearns, Amarillo; J. Z. Keel, Gainesville; H. C. McMichael, Teague; Ed Noble, Plainview; Bill Reinhard, Boerne; B. L. Rich, San Saba; L. W. Renshaw, Rhame; G. E. Siedman, Marshall; C. R. Terry, Corsicana; R. E. Wendland, Killeen; E. E. Wood, Bay City; R. H. Wagenfuhr, New Braunfels.

More Grief from "Free" Storage.

"Gone but not forgotten." A piece of cardboard posted in a conspicuous place in the business district of Gridley, Ill., with this script written over the signature of J. H. Claudon, banker, choir leader, grain man and trusted servant of the people, is all that remains of many thousands of dollars worth of grain stored in Claudon's lofty elevators by farmers. Mr. Claudon went into the grain business there three years ago. He visited the farmers of that neighborhood and offered to store their grain free. Many of them took the bait—it was free—something for nothing. They were slow in learning that free stuff generally costs a lot of money. Over a hundred of them now have claims for free stored grain, and the claims are said to be worth less than 10 cents on the dollar.—*Peoria Star.*

Proposed Canadian Grain Act Changes.

In the house of commons at Ottawa the amendment to the Canada Grain Act giving the producer the right to control the routing of his grain has recently been under debate. C. H. Burnell, sec'y of the wheat pool, argued in favor of the amendment, claiming that the grain producers delivering to the private country elevators desired to have the grain shipped out to elevators at the terminals in which the pool was interested rather than to elevators in which the owner of the country elevator was interested.

The amendment would require the elevator operator to give the farmer 48 hours' notice before shipping grain to private terminal elevators.

Dr. Robert Magill, sec'y of the Winnipeg Grain Exchange, said:

If the proposed amendment had been as innocuous to the elevators as the attorney of the pool had said, the com'te and all those interested would not be gathered in Ottawa on a hot day to argue about it. If the present amendment was referred back to Mr. Justice Turgeon for full investigation, the grain trade would be ready to stand by the result. No thorough investigation had been made into the far-reaching, world-wide effect of the proposal.

Dr. Magill told of the warehouse privileges of farmers in dealing with country elevators. For 25 years the law of the country gave the farmer the protection of placing all the risk upon the country elevator if delivery was made by that elevator to a terminal. The farmer also had the option of taking delivery from the elevator at a country point.

"Build your feeder elevators and compete

on a business basis and if you can serve the farmers cheaper than we can, then we go out of business without any special legislation," said Dr. Magill, addressing the pool representatives.

"If this amendment passes you will put yourself in the position of putting us out of business by legislation. Your executive will be able to crucify our investment. It is a dangerous type of legislation. You don't need it. You have told the whole world how successful you have been as wheat handlers. This sort of bill is the kind of thing asked for by a weak, uncertain organization," he said.

Judgment Against Telegraf Co. for \$500.

Under the protecting wing of the Interstate Commerce Commission and tariffs filed at Washington the telegraf companies are successful in evading their duty to the public in the transmission of interstate messages.

On intrastate telegrams, however, the public still retains its rights under the common law, as modified by state statutory enactments.

Altho the plaintiff was guilty of contributory negligence the Court of Civil Appeals of Texas on Mar. 24, 1926, affirmed a judgment for \$500, one-half the full amount claimed, in favor of W. V. Cates, of Lubbock, Tex., against the Western Union Telegraf Co. for negligent handling of a message addressed to Ben Wheeler, Tex. Plaintiff Cates gave the message orally and the agent of the telegraf company wrote it, but changed the address from A. J. Adrian to A. J. Evans and the message never was delivered.

The defense was that the agent had read the message to Cates, who had said it was correct, that the message was written on a blank form on the back of which was a limitation of liability if not presented in 95 days.

Plaintiff declared that he did not authorize the agent to write the message on such a blank and knew nothing about such a stipulation.

When he later complained to the agent, plaintiff was informed the failure was the fault of the telephone company, the message having to be telephoned from Edgewood to Ben Wheeler.

The defendant's office hours at Lubbock are from 7 a. m. until 10 p. m. except on Sundays, when the office hours are from 8 a. m. to 10 a. m., and from 4 p. m. to 6 p. m. The message in question was received in Edgewood at 4:47 p. m. on Saturday, requiring 17 minutes in transmission from Lubbock to Edgewood. Thirty minutes after it was received at Edgewood the operator there put in a long distance call for the addressee at Ben Wheeler. According to an officer of the company the message was not serviced back to Lubbock until 9:20 that night, or 40 minutes before the office closed at Lubbock. This officer admits that there is nothing to indicate that any action was taken towards servicing the message between 5:12 p. m., when the long distance call was lodged with the telephone company, and 9:20 that night, and nothing further done until the next day, when the message was filed as unknown and a copy mailed to the addressee. This officer also admits that the operator at Edgewood had from 4:47 p. m. on Saturday until 10 o'clock that night to report its non-delivery back to Lubbock, and that no effort was made to service it back until 9:20 that night.

The court said: We think by the use of reasonable diligence the operator at Edgewood might have discovered that no such party as A. J. Evans resided at Ben Wheeler, which seems to have been a small inland village, within the time intervening between 4:47 p. m., when he received the message, and the time when the defendant's office closed at Lubbock at 10 p. m., and that the fact of its non-delivery could have been communicated to plaintiff or members of his family at their home 7 blocks away or even to plaintiff himself while on the train. Plaintiff was in Lubbock for more than 6 hours after defendant knew or could have known by the use of reasonable diligence, that the addressee could not be found before the office at Lubbock closed. 282 S. W. Rep. 661.

From Abroad.

Portuguese royal decree, effective June 1, creates a new tariff changing the wording and rates on germinated barley and malt importations.

Budapest wheat and rye option market reopened June 1. This action was taken at a recent meeting of the Hungarian National Federation of Grain Dealers at Amsterdam.

Union of South Africa.—Import duties have been increased on wheat to 1s 7d per cwt.; ground wheat or otherwise prepared, 3s 8d per cwt.; barley, buckwheat, kafir corn, millet, oats and rye, malted, 4s per cwt.

Germany.—A grain handling company was formed early last month as an incorporation of the buying power of some of the German grain dealers, millers and bakers. Rye will be dealt in at first, the function being to purchase better grade stuff in larger quantities at a lower figure.

A Spanish Royal decree of May 26 removed the export prohibition on flour and cereals which was imposed on August 3, 1914, in order to encourage Spanish industry and exportation, according to a cablegram from Commercial Attaché C. H. Cunningham at Madrid.

France.—Bread rationing and other severe restrictions may be applied to reduce the consumption of imported foodstuffs, evidenced by cabinet sentiment June 5. France is the world's greatest bread eating nation and is forced to purchase half of its wheat from South America, Canada and the U. S.

Norway.—The lower chamber of the Norwegian legislative body recently voted in favor of the bill providing for the abolishment of the grain and flour importation monopoly exercised by the government since 1917. The measure expected to pass the second body shortly. Free trading will commence in the spring of 1927.

Peru.—A committee attached to the Bureau of Livestock and Agriculture has been appointed to study and promote wheat culture in the country, as reported by the American Trade Commissioner at Lima. The committee, after a study of the most suitable zones for wheat cultivation, will submit a definite plan to increase production of this cereal and will also give suggestions as to new experimental stations to be established.

France.—By a notice to exporters published in the Journal Officiel of May 7, 1926, there is re-established, until further orders, the prohibition to export or re-export buckwheat in the grain or in flour which was set up by the decree of July 12, 1919. This decree pertaining to buckwheat had been rescinded and notices to that effect inserted in the Journal Officiel of September 22 and November 5, 1925, as reported by the office of the Trade Commissioner at Paris.

Finland has prohibited importations of turpentine, molasses and other fodders containing turf, or hulls and bran containing less than 11% raw protein and fat or more than 6% ash, rice hull and such rice fodder flour as contains less than 12% of raw fat and raw protein together, and such rice flour as contains a total of 12-18% raw fat and raw protein but more than 6% ash, and such rice flour fodder as contains more than 10% ash altogether the total of raw protein and raw fat would exceed 18%.

Tunis import duties on cereals and cereal products (wheat, oats, barley, rye, corn, buckwheat, millet, bread, gluten and macaroni) have been increased 30%. The increased rates are as follows: Wheat, spelt, and maslin, in grain 18.20; ground 28.60; flour, 28.60 to 41.60 (depending on rate of extraction); oats, in grain 7.80; meal 13.00; barley, in grain 3.90, flour 6.50; rye, in grain 7.80, flour 13.00; corn, in grain 7.80; meal 13.00; buckwheat, in grain 6.50, flour 10.40; ships' biscuit and bread, 18.20; groats and grits, pearled or cleaned grain, 41.60; malted and cleaned, 15.60; gluten, dry or flour enriched with gluten 62.40, moist containing 80% of water or more 20.80; semolina and macaroni, 41.60. (Above products of French origin enter Tunis free of duty.)

It Might Happen to You!

A recent copy of an urban newspaper carries the story of the death of a prominent farmer by poisoning from a rat bite.

Just what would your position be if your farmer should die as the result of a rat bite received while in your elevator.

Rats are unnecessary and are an inexcusable nuisance. Get rid of them.

The Cost of Distributing Grain.

From address by C. C. Isely before the Grain Dealers Convention at Salina, Kans.]

That the producers of the country get only 3% of the consumer's dollar has been repeated so often that it has become almost as well established as the fact that the earth is round. When one considers the authorities from whom this statement emanates, to dispute it would be nearly as heretical as to repudiate the Constitution or the Ten Commandments.

Farm legislation that has taken up half of the time of Congress all these years is predicated on this well established premise. Euphonious expressions like "Orderly marketing"; catchy phrases like "Don't dump your wheat" or "Get your share of the consumer's dollar"; and fantastic plans to market grain by "commodity groups" were all given effect by the unaltering popular confidence in the truth of the statement that the enormous marketing spread between the producer and consumer.

Railway presidents, college presidents, governors and candidates for president, in public utterances, have shown they were tremendously impressed by this grave situation. The Haunens, the Dickinsons, the Lowdens, the Yoakums and the Baruchs and a large coterie of less notable lights worked night and day and turned heaven and earth to curb the rapacity of those greedy collectors of two-thirds of the consumer's dollars. If they had been successful, one would imagine the loaf of bread ought to be sold for a nickel and wheat would bring the farmers \$2.00 a bushel.

The government of Russia in a similar situation took measures that should have brought relief. The merchants and the bankers and the railroad operators who did not get out of the nefarious business in which they were engaged promptly faced a firing squad.

One Dollar's Worth of Bread: Looking a little deeper we find that \$1.00 worth of bread at retail, in Pittsburgh, Pa., contains about 25c worth of Kansas flour. This looked terrible until we confronted the baker, who said blandly, "The housewife has plenty of recourse and 50% of them do make their own bread and the rest of them could if they wanted to."

He seemed to think, however, since a newspaper gives 50% of the selling price of a paper to newsboys that, after all, costs of selling bread were not out of line. Investigating the costs entering into this quarter's worth of flour, it appears that the farmer was getting about 8c for the wheat, the railroad 4.2c for freight and, including bran and shorts, the miller possibly got as much as 2c for milling, furnishing bags, and financing his plant and product.

Since most Kansas millers buy wheat direct from the farmer at their own elevators and since there are some five or six hundred co-operative elevators in Kansas selling the farmers' products without any profit at all, any price that the grain dealer would get out of this consumer's dollar would be very small and he would have to get it by paying the farmer as much or more than his own co-operative was paying and sell it to the miller for as little or less than he himself was already buying it from the farmer, or else sell it to some other miller competing with the home miller in eastern markets, or he might sell it to some exporter. Of course this means very highly competitive strenuous business and the wonder is that they have been able to survive.

Low Cost of Marketing Grain: It is not necessary here to make comparisons with costs of merchandising any other commodity. Anybody that will stop long enough to make the most casual investigation knows that no product in the country is merchandised at such an astonishingly low cost. The virtues of our competitive capitalistic system shine forth. The competition of the independent grain men keeps the farmer elevator operator tuned up to make the best effort. Without this stimulus the farm organization naturally would lapse into inefficiency. Strange to say, though the grain trade in all its branches has been the object of public attack, the entire business is devoted to the hope of getting a higher price for grain. Being the owners of grain, they naturally want to sell it at a higher price. The minute the grain dealer or miller gets a thousand bushels of grain he becomes a potential bull on the market just like a farmer.

Although only a few thousand men are engaged in the industry throughout the country they merchandise billions of bushels of farmers' grain; keep the markets highly competitive and afford telegraphic facilities for buyers and sellers throughout the world, to meet in open markets. The market risks through the option markets are shifted from the shoulders of the producer and consumer to those speculators who wish to undertake such risks, at no charge to the producer. Yet for all this the grain merchant's share of the ultimate consumer's dollar can not be more than the merest fraction of a cent.

If these agitators were farmers' friends they could be willing to take some of these risks instead of besieging Congress to give them soft places on a Farm Board at \$10,000.00. The farmer himself, who is usually a good merchant, understands all this without being told. His efforts to get seats in the Boards of Trade, his ownership of country elevators everywhere,

shows his appreciation of the success of present merchandising methods, which have been developing through long years of trial to their present state of efficiency. The so-called Wheat Growers Ass'ns, who have attempted to apply prune selling methods to wheat, are so successful in their publicity methods that they can get the front page of our daily papers almost any time. Their special activity, however, seems to be having lawsuits with their farmer members.

The sponsors of Socialistic bunk, now consuming the time of Congress, should learn a lesson from the Russian farmer, who, lacking the capitalistic inventions of the world, must see his tremendous 1925 wheat crop rot in the fields or bin for lack of merchandising facilities.

Corn Products Refining Co. v. Federal Trade Commission, majority opinion dismissed the complaint against this company charging unfair business practices because it guaranteed its finished products against decline in prices.

Federal Report to Be Made Weekly on Grain Stocks.

The sec'y of agriculture has submitted to the grain exchanges a plan for the collection of more complete figures on the visible supply. Several markets that have recently become important in the storing of grain will be added.

The plan will present a visible supply report which will show stocks of grain in public elevators and warehouses, in private elevators and warehouses engaged in handling grain in interstate commerce, stocks afloat in lakes, rivers, canals and at seaboard ports, Canadian grain in bond in United States ports and markets, and American grain in bond in Canadian ports and markets.

Some members of the trade approve the plan. Jas. E. Bennett says: "The present visible supply report is deceptive. It omits points having considerable grain in store, and includes markets of no importance. A more comprehensive report could be compiled, such as that issued for many years by Bradstreets. The compilation of these statistics is a legitimate function of government and would be beneficial if done properly."

Concrete Country Elevator.

Six grain elevators in a row is the pleasing sight that greets visitors to the town of Parshall in Mountrail County, North Dakota. A sufficient volume of grain to maintain several elevators is provided by the territory tributary to the town of Parshall, extending some 15 miles south and west to the Missouri River.

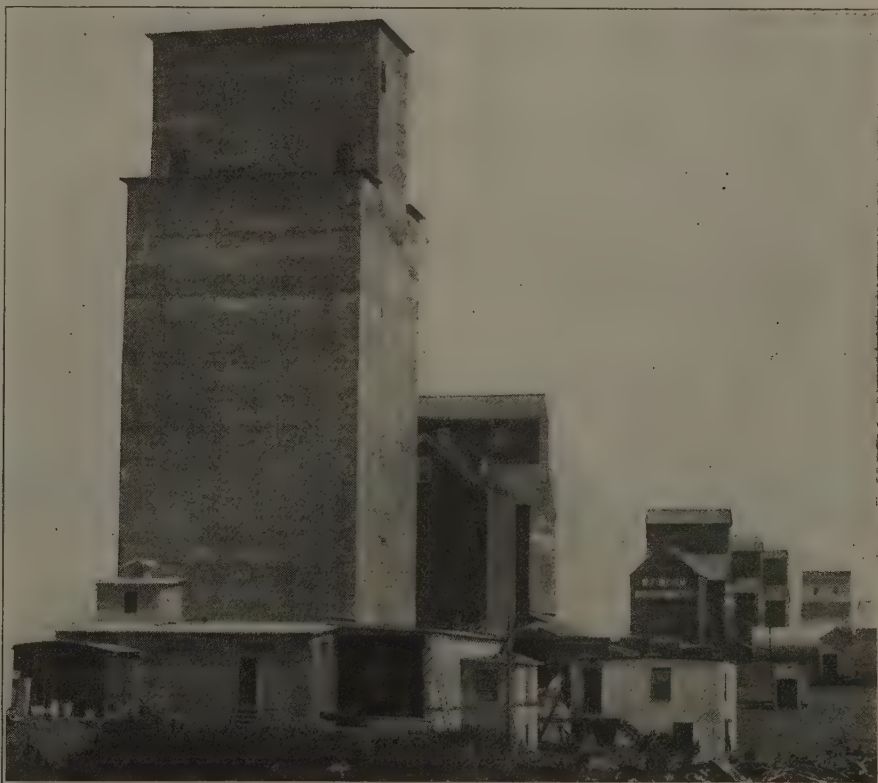
In the foreground in the engraving herewith is the newest addition to the list of houses, that of the Farmers Co-operative Elevator Co., substantially built of concrete. This fireproof material was chosen as the result of two fires that destroyed two elevators on the same site in less than five years. Nearby is the fireproof office with engine room in the basement.

The building is 35x36 ft. and 109 ft. high, with 26 bins of 50,000 bus. total capacity. The workroom is of the cross type with full 7-ft. basement below, the 15 ft. ceiling of the workroom giving a good flow of grain to the cleaning machines.

Of the four elevator legs two are used for receiving and two for shipping or cleaning, and all can be operated at one time. Grain is weighed in on a 22-ft. 10-ton truck scale in the 14x50 ft. driveway adjoining the 8x16 ft. weighing and testing room. After elevation a Gerber 4-way, 26-duct Distributor distributes the grain to the bins. The grain is weighed out on a Richardson 2,000-bu. Automatic Scale in the cupola.

Three cleaning machines are in use: one being a separator, one a Eureka Flax Machine and one a disc separator. The large number of bins is an advantage in cleaning, and in handling the variety of grains grown in that territory. The power is furnished by a 25-h.p. Fairbanks-Morse type Y Engine. The house was erected by the Eberhardt Cons. Co.

George B. Wood, as temporary chairman of the com'te on arrangements for the 30th annual convention of the Grain Dealers' National Ass'n to be held in Buffalo on Oct. 18, 19, and 20, has started appointing various sub-com'tes to expedite the handling of the meet. Buffalo was the cordial host in 1917.



In Foreground is 50,000 bu. Concrete Elevator of Farmers Co.-op. Elevtr. Co., at Parshall, N. D.

The Freight Claim Situation.

By W. S. Braudt.

The freight claim situation at the present time does not differ, materially, from this time last year. We still face the claims arising from shortage of bulk grain, delay with decline in market, delay with physical deterioration and overcharges.

Shortages are decreasing in number if we may take the reports of the terminal market weighing organizations, as far as the shortage question applies to defective record leaking box cars.

The "clear record" shortage question is still a matter at issue with the carriers and I fear that it will be a bone of contention for some time to come.

Time in transit has been reduced and as a consequence claims arising from delayed movement are fewer in number; better railroad operation can be given the credit for this.

The percentage of bad order equipment, always a good barometer from which to judge grain shortage claims, has decreased, from the figures submitted by the American Railway Ass'n.

The Time Limit for Filing Claims.—We have had three decisions of the United States Supreme Court in the last ten months bearing on the validity and construction of the second Cummins amendment as regards the clause commonly referred to as the "six months clause." In the case of *Van Pelt v. Barrett*, U. S. Supreme Court, No. 60, a reading of the opinion rendered by Justice Butler did not leave much doubt in a shipper's mind that he could recover a legitimate loss thru a freight claim, without the formality of filing same within the six months period from date of unloading, or domestic movement, nine months in case of export tonnage, if **negligence could be proven**. This interpretation, of course, placed the burden of proof on the plaintiff, but such proof is not difficult or hard to produce in the case of an admittedly defective record.

In a clear record case however, the proof is a question of fact when the railroad submits a bonafide record of conditions in transit that do not show a defect, and the shipper submits his evidence of the amount of grain loaded and a materially smaller amount unloaded at destination.

Personally I fail to see how a railroad can submit an air tight line of evidence to prove a clear record in view of the fact that a carload of bulk grain moves in a train of from ten to sixty cars of freight and the only real inspections the car gets is at a terminal point or concentrating yard by a car inspector.

I would like to see the outcome of a properly prepared case of a clear record shortage, tried on its merits, and with all the evidence from both sides submitted in full. If I can

demonstrate by good evidence that I gave you a certain number of pounds of bulk grain for transportation to a market from twenty-five to five hundred miles distant, and you agree to transport that amount, less two hundred pounds for loss due to unavoidable causes. You fail to deliver seven hundred pounds of what I prove I gave you at point of shipment, then I do not understand how you can escape being penalized and pay me for my loss, **unless** the railroad company can show that such loss occurred thru no negligence of theirs. These claims are a subject for compromise, only after a comprehensible record of railroad handling has been submitted. There is too much insufficient investigation of these claims, and reliance on incomplete records to do justice to the reasonable rights of the shipper.

The three United States Supreme Court cases were unsatisfactory to us in one particular and that is that no opinion was rendered in just so many words that physical loss, that means shortage, came within the exceptions which exceptions the U. S. Supreme Court did admit were existent. "Loss, damage or injury, while loading or unloading," "damage in transit due to carelessness or negligence" all this good substantial wording BUT no mention specifically made of physical loss, (which means shortage) in transit due to carelessness or negligence.

These questions are of extreme importance to shippers and receivers of the grain and unfortunately in that one respect the decisions of the Supreme Court did not clear up this feature and as a consequence, where you have an opinion that you try to interpret, naturally the other side has their own right of interpretation, which unfortunately does not agree with yours, and so the same disagreement exists on this point that was with us last year at this time.

Some of the carriers are inclined to give the defective record losses suitable consideration on the interpretation that a defective record car proves negligence on its face. All of them are not inclined to give the shipper the benefit of the doubt, however, and again we have the barrier to climb over and no other means available than by suit.

A defective record car in my opinion is negligence on its face and there ought to be no quibbling over losses therefrom providing however, that the carrier files and sustains no objection to the loading and unloading weight evidence.

Clear record cars, so called, are a much harder proposition to recover on. The carrier has an inherent objection to this class of claims; yet it cannot be said with due regard to the reasonableness of any business argument, that if the carrier cannot produce evidence showing the loading or unloading weight to be in error, that the carrier is justified in rejecting the claim unqualifiedly

and refusing to concede any compromise settlement.

There is an inclination, however, to put a reasonably broad interpretation on any claim where delayed movement is the cause. The carriers, mainly, are allowing consideration of delay claims of both physical deterioration and market decline under the "damage" clause as set forth in the Supreme Court's opinion. If, now, they will sufficiently unbend to grant a reasonable application of the negligence feature to the physical shortage claims, then grain shippers, will at least have sufficient time in which to audit returns, ascertain what losses they may have sustained, and file legitimate claims without the necessity of setting aside more important details of management of elevators to attend to the freight claim question? There is no question about it, six months is not a reasonable time to use as a limit of claims to be filed where such claims have merit.

Thomas P. Cooper's resignation as chief of the Bureau of Agricultural Economics, Department of Agriculture, effective June 10, has been accepted by Sec'y Jardine. Mr. Cooper will resume his duties as dean of the College of Agriculture and director of the experimental station of the University of Kentucky. L. S. Tenny, assistant chief, has been appointed acting head of the bureau.

Corn Waiting to Move.

Illustrated herewith is what is said to be the largest amount of 1925 corn to be assembled at one country station. Since January of this year Wilder-Murrel Grain Co. has gathered 25,000 bus. of ear corn in the territory, tributary to its elevator at Wald, Ia., and stored in regular temporary cribs as illustrated herewith. It has another 10,000 bus. purchased in the same territory, but still in the farmers' cribs, stored according to its specifications. Many more bushels are gathered at other points on the company's line of elevators and in farmers' cribs tributary to those points.

Wilder-Murrel Grain Co. has done its share toward helping Iowa farmers by buying corn even when other dealers were afraid to handle it, carefully hedging all purchases.

The little station of Wald, on a branch line of the C. & N. W. running from Stanwood to Tipton, has been developed into an excellent grain point by the careful attention of the company's officials. Its elevator has capacity for 12,000 bus. and is equipped with a rope drive leg which elevates a thousand bus. per hour. A 9-hp. Fairbanks-Morse upright gas engine furnishes power. A 4-ton scale weighs incoming wagon loads.

When the company is ready to sell its ear corn holdings the tributary territory will enjoy a huge shelling bee.



Long Cribs of Corn at Wald, Ia., Waiting for An Attractive Market.

Present Developments in the Feed Business

By W. E. Suits, Chairman Executive Committee, before American Feed Manufacturers Ass'n at French Lick, Ind.

Shortly after the adjournment of the 1925 convention, we learned that some of the South central group of state feed control officials were setting into effect some quality standards for special purpose mixed feeds which we have understood were simply tentative until their correctness and justification could be determined by further investigation.

These tentative quality standards were as follows:

Cow and Dairy Feeds, minimum percentages: Crude protein, 15; crude fat, 3; crude fiber, maximum, 16.

Horse and Mule Feeds, minimum percentages: Crude protein, 9; crude fat, 2; crude fiber, maximum, 15.

Hog Feeds: Crude protein, 14%; crude fat, 3.5%; crude fiber, 7%.

Laying Mash: Crude protein, 18%; crude fat, 3%; crude fiber, 7%; and 20% of the matter in the mixture must be of animal origin.

The Executive Com'te felt that fixed standards for special purpose mixed feeds were wrong in principle and some of those proposed were at least defective in detail. The chairman was instructed to meet the National Ass'n of State Feed Control Officials at its convention at Washington in October and present the arguments against the adoption of these or any such standards. He was placed on the program of that meeting and did discuss the problem at considerable length. As your representative he was accorded the most courteous attention and his arguments were carefully weighed and considered by the convention.

The presiding officer, Dr. Bidwell, announced a joint com'te of control officials and feed manufacturers would consider this subject and report at their next annual meeting in October, 1926. The com'te consists of feed control officials: Dr. Turner, Dr. Kerr, Dr. Griem, Dr. Nixon, Dr. Bobst. The manufacturers: Mr. Suits, Mr. Rolf, Mr. Park, Mr. Seay, Mr. Smith-Vaniz.

Repeated efforts on the part of the manufacturers to get a meeting with the officials on the com'te have been fruitless but it is expected that a meeting may be had in Washington in October just before the Feed Control Officials convention. Your com'te has gathered the written evidence of numerous agricultural educators of the highest standing, clearly demonstrating the impropriety of these proposed regulations, at least at this time.

Publicity for Mixed Feeds.—Many of us have felt for some time that the agricultural and poultry trade press have not been giving the commercial mixed feeds their just due and during the past year an effort has been made by members of the industry and our sec'y to induce the papers to bring out more of the good points of the scientifically prepared rations made under modern assembling, laboratory and milling conditions. Some of the editors who are in touch with the facts regarding commercial mixed feeds have responded nobly and we have received some very desirable publicity. Your chairman was invited to address on May 11 in Chicago a small convention of editors of prominent agricultural papers and he brought emphatically to their attention that members of our industry are not only taking full advantage of the learning of the agricultural schools and books but are employing leaders in agricultural education to assist in formulating and producing their rations besides carrying on research in their own experiment stations paralleling, if not going beyond, that of the colleges themselves.

It was explained to the editors that we do not restrict our purchases to local supplies of materials but the markets of the whole world are at our service when they offer any ingredients which will make our feeds more efficient and more economical to the feeders; that our assembling, testing, blending, milling and mixing facilities are infinitely superior to those surrounding the production of home-made rations.

The editors were very gracious in their expression of appreciation for the information offered and we are assured fair treatment. Efforts of this kind will be continued by your officers and I respectfully urge each of you to use your personal influence along the same line. It will be helpful and the results valuable to the industry.

A lot of damage to our industry is done by salesmen who act on the theory that they should pick to pieces and misrepresent competitors goods in the belief that it will aid them in getting business. This is a false and foolish sales policy, as it will eventually react against mixed feeds generally, even his own product, as the buyer will remember the suspicion planted in his mind long after he has forgotten where it came from or what particular feed was mis-

represented. I believe that every one of you is entitled to decent treatment from all competitive salesmen.

Developments in the Feed Business.—There are four factors at present developing in this business largely in the north and northeast, which it will pay the membership to watch. They are manufacturing jobbers, chain stores, co-operatives, retail store batch mixers.

Practically every surviving feed jobber who existed ten years ago put in a mixing plant and makes a line of feeds. Many have advantages of local or nearby grain, the prices being largely independent of and lower than the Chicago parity. They likewise enjoy the enormous increase in Buffalo output of wheat feeds and Canadian imports of about 200,000 tons in 1925. Usually sold below the Minneapolis and Kansas City parity—sometimes as much as \$3 per ton below. In at least twenty instances these jobbers and others have established an increasing line of chain feed stores, seventeen of these chains in New England alone control about 200 retail stores.

The co-operatives started about ten years ago with the New York Dairymen's League. It was going to cut short the road from the milk producer to the consumer, certainly cut out the milk jobber. They bought or built a lot of milk depots and condenser plants sometimes duplicating existing plants, spent a barrel of money advertising condensed milk in their best fluid milk markets and finally after a semi-reorganization sold their milk assembling plants to the remaining jobbers and did a good job of advertising their belated wisdom. They still remain as selling agent between the producer and jobber—an additional link in the chain they set out to shorten.

The Grange League Federation was an offshoot of the League in response to the demand of the college economists for unmixed feed ingredients without the "unnecessary" dealers profits. This was to be done by buying carlots from producers, shipping to a member, to be distributed among local farmers for cash at 50c to \$1.00 over cost. Somehow this didn't work out per program and about this time a former feed manufacturer was made manager of the Co-operative. He conceived the idea of selling mixed feeds made on open formulas prescribed by a committee from nearby agricultural colleges. They then made arrangements with a manufacturer to produce the feeds and soon the country school bells were ringing and the signal fires were burning on the hill tops, calling together the faithful Leaguers to hear the spellbinders tell how they were to be delivered from feed dealers who had been charging them real money for feed even since father was a farmer. Did it work? It did! It also worked in New England, where the Eastern States Farmers Exchange joined up in the same deal. The farmers bought feed for nearly a year's delivery and put up their notes for 10% of the value of their purchases. These were cashed at the banks for working capital. The manufacturer had his output sold nearly a year in advance; no selling cost, no advertising cost, no investment but his mill and paid \$3.00 per ton for milling. Recently this manufacturer advertised that he produced five hundred thousand tons of mixed feeds last year. And the Eastern States Co-operative which bought the old Clover Leaf Milling Company plant at Buffalo a couple of years ago announced that it made and sold one hundred and six thousand tons of feed in 1925.

The eastern retail feed dealers have suffered severely from this competition and their "come-back" has been to put in batch mixers—grind and mix the farmers grain with supplements purchased in the store—all for the nominal charge. Some are even putting up branded feeds. I made a recent census and find there are about 500 of these batch mixers operating east of Cleveland. Unfortunately the dealer who has a small mixing plant loses a large part of his interest in the sale of the commercial feeds.

The horse population is still decreasing in the cities and towns. Even the country roads east of the Mississippi River and north of the Ohio carry very few horse drawn vehicles. This cuts off a large part of the feed manufacturers' former business and makes an increasing surplus of oats and corn which must be ground and fed to the pigs and cattle.

The live stock population generally was smaller January 1, 1926, than a year before, reducing the feed requirements; even dairy cattle being 12% below the corresponding date in 1925 and 9% below 1924.

This picture of unfavorable conditions which I estimate will continue to expand for a time leads one to inquire if we should not nail up our doors and avoid several years of unnecessary struggle.

I do not think so, in fact I believe that the

picture is not as gloomy as it appears. We are simply viewing that part of the film where the hero and heroine are going through their time of intense trial and the reward for their constancy is still a development of the future.

I believe that the problem of a large crop of low priced oats will remain with us in future average years as the power truck and carriage, because of their greater capacity and serviceability will make them increasingly indispensable. But we may develop a way to take greater advantage of these cheap oats.

The feed manufacturing former jobbers may find that the manufacturing end of their business is not so profitable as it was alluring. In fact I learn that some one already making the discovery that a manufacturing business carries with it a considerable investment and overhead expense which on a small volume of business may very readily be translated into an annual report largely written in red ink.

The chain store idea as applied to feeds has yet to be proven a winner. To be made successful in a large way will require a very large capital investment and an organizing power of the highest capacity. Some will succeed, others fail. The successful chain store groceries base their success on simple salesmanship of nationally advertised brands. This enables them to use low priced sales people, which means low overhead. The successful feed stores require specialized training as most of the chain feed stores to date depend on selling lesser known goods of their own manufacture.

The batch mixer in the retail store and the co-op as a future proposition does not worry me greatly. It needed the Co-op, to show a lot of the feed dealers that they needed to be modern business men who studied the needs of their trade and went out aggressively after business and not spend a large part of their time doing the manual labor around the plant. The 1925 sales by the New England Co-operative were only forty thousand tons more than the annual output of the Buffalo mill before they bought it and the advertised output of the manufacturer who made the feed for the G. L. F. and other co-operatives was only about two hundred and fifty thousand tons more than his output before he began to handle their business. And these increases were very largely new mixed business from feeders who mixed their own rations before.

The batch mixer is simply the application of power and machinery to what has been going on for years. It largely displaces shovel mixing on the farm and in the feed store. The farmers had the grain before; they raised it to feed and mixing it in a batch mixer adds not a single grain of corn or kernel of oats or barley to their supply. Besides I consider the batch mixer the parasite needed to neutralize the co-operative.

When we older mixed feed manufacturers started into this business we entered an uncultivated field. Unmixed whole grains were usually fed. We sang the song of the balanced ration at a time when the average feeder didn't know whether a protein was a new breed or simply another fancy name for the breed he had on his farm. We joined with the other educational influences in carrying the message of proper feeds and feeding.

During the earlier stages the business is growing, the profits are large and are reinvested in improvements and extensions for the better and more economical handling of the volume because in the later stages of the industry the competition becomes fiercer and brings a period of diminishing unit profits. We may for a period have to accept a lower return than we had hoped to receive on our investment of time and money but our industry is sound in principle and with wise conservative management will survive.

Publication of an official guide to civil and commercial arbitration has been made possible by a special grant received through Col. Michael Friedsam, according to an announcement made May 9 by Lucius R. Eastman, chairman of the American Arbitration Ass'n of New York, N. Y., which will prepare and issue this guide. The Ass'n can now undertake the publication of a guide to civil and commercial arbitration as it is being practiced and developed by American business and professional men. This development has been largely thru the individual and uncoordinated efforts of some 200 trade associations and chambers of commerce, with the result that an official handbook is badly needed to bring before business as a whole information about arbitration. This directory will enable a business man or member of the Bar or trade organization, or any firm or corporation, to ascertain at a glance what facilities exist for the settlement of disputes in whatever trade or profession they may arise, what laws or decisions affect the arbitration, who are available as arbitrators.

Feed Manufacturers Ass'n at French Lick Springs

Seven-score dietitian-purveyors to those bipeds of Lady Chanticleer's klan, as well as the quadrupeds of the dumb kingdom, cooped themselves at the famous roosting grounds of Indiana, French Lick, for the 18th annual American Feed Manufacturers Ass'n convention on May 27, 28, and 29.

Special coaches brot the enthusiastic conventioners from all directions.

The mornings were devoted to highly vitamed sessions; the afternoons to crow over increased production records; the famous "Pluto" water slogan being paraphrased to modestly describe the capabilities of the products of the members of this organization.

PRES. E. W. ELMORE of Oneonta, N. Y., called the first session to order at 11 a. m. Thursday, reading the president's address, from which the following is taken:

From various sections of the country we have met here for instruction and free discussion of the problems which confront us in our business activities relating to the industry in which we are mutually interested. There are sectional problems peculiar to localities which can be discussed satisfactorily in regional meetings, but there are sufficient general problems applicable to country wide conditions to make it worth our while to bring them before such a general assembly as this and to profit by the opinions expressed by others qualified to talk constructively of them.

When some of us enter into long time contracts of sale, guaranteeing prices over an extended period of time and sometimes accepting cancellation without adjustment, we are lowering the morale of your Association by such exaggerated, speculative methods and defeating the objectives of our co-operation.

Some of the manufacturers making such sales offer as an excuse that they are forced to do it in order to meet the competition of others making such offerings—while we all know there are other manufacturers operating in practically all territories who never countenance such methods and we also know they are highly successful both in volume and profits, proving absolutely that it is not necessary to enter into this wild speculation to be a success.

Further analysis reveals that these successful manufacturers know their costs before their feeds are offered for sale. It is the only way any manufacturing business can be built upon a solid footing so that a reasonable profit will be assured and not a blind, haphazard profit or loss results.

W. E. SUITS, Chicago, chairman of the executive com'te, followed, giving his earnest and sincere ideas along with the report of the com'te which he heads. The voluminous applause bespoke everyone's approval. His address is published elsewhere in this number.

TREAS. W. R. ANDERSON'S annual report was read by Sec'y Brown which showed \$20,136.16 in receipts, \$19,917.16 in disbursements, leaving a balance of \$372.12.

SECY L. F. BROWN followed with some of the more important factors of his own annual address, distributing printed copies of the report in full to each member that the precious time of the delegates might be conserved. We take the following from Mr. Brown's report:

Secretary Brown's Annual Report.

Legislation.—During the year 1926 but seven states have or will hold legislative sessions with the exception of Louisiana, whose session recently started, and of Georgia, which will convene in about thirty days. The regular sessions have met and adjourned without offering any proposals which were deemed inimical to the interests of the feeding stuffs industry.

California.—At the time of our annual meeting last year a bill was pending in the California Legislature providing that each manufacturer should obtain a certificate of registration from the Director of Agriculture annually, and that the cost of such certificate of registration was to be \$100. This bill failed of passage.

Illinois.—At the time of our annual meeting last year a bill was pending in the Illinois Legislature substituting a sixteen cent per ton tonnage tax in place of the present \$25 license fee. This bill failed of passage.

A second bill in the Illinois Legislature providing for the reduction from the present brand

tax of \$25.00 per brand to \$10.00 per brand was also defeated.

South Carolina.—The Legislature of the state of South Carolina had a proposal before it to transfer the administration of the feed inspection law from the Department of Agriculture, Commerce and Industries to the State Warehouse Commissioner. This bill, however, failed of passage.

Washington.—The state of Washington had two proposals before its Legislature. One to provide for a tonnage tax of ten cents per ton which failed of passage. The other proposal became a law and permits the sale of feeds composed of molasses mixed with alfalfa meal or cut alfalfa made from the entire alfalfa hay, provided the crude fiber content of such mixture does not exceed thirty per cent by weight in a mixture of ten per cent molasses and ninety per cent alfalfa in mixtures containing greater proportions of molasses than ten and cost, the maximum fibre content thereof shall be proportionately less.

Decimal Weights Bill.—The Decimal Weights Bill introduced in Congress by Mr. Vestal of Indiana, and failing of passage at preceding sessions of Congress, has been reintroduced by the same author with brighter prospects of its being enacted into law than heretofore. Our organization has endorsed this measure in the belief that it is of a constructive nature and benefits would be derived from its enactment into law.

List of Brand Names.—The Ass'n continues its card index list of brand names used for feeding stuffs and endeavors to keep it up to date by constant revision. The list contains not less than seven thousand names and is freely consulted by manufacturers contemplating the selection of new brand or trade names. The secretary's office, however, is glad to furnish such information if the card index may contain to any interested party upon request.

Official Emblem.—Electrotypes of our Official Emblem as it appears on our printed program may be secured at the Secretary's office and I wish a greater number of our members would use same.

Digest of Feed Laws.—One copy of our Digest of Feed Laws containing the principle requirements of food inspection laws of the several states, as well as the requirements of the Federal Food and Drugs Act, as applied to interstate shipments of feeding stuffs together with a sheet giving the name, title, and postoffice address of Feed Control Officials is loaned free of charge to each active member of the Ass'n during their term of membership. The work is bound together in an attractive loose leaf holder. It is revised annually or oftener if changes in laws necessitate and revised sheets forwarded to the holders of the work. As each contemplated revision is submitted for review to the proper administrative officer of the state in question before printing, the information contained therein is believed to be reliable. By resolution of the Executive Committee at its meeting held Dec. 20, 1923, your Secretary was authorized to loan a second copy of this work to active members of this Ass'n paying annual dues of \$300.00 or more. Such loan was requested. Any other active member may secure the use of additional copies not provided for as above on a rental basis of \$5.00 per annum.

Joint Uniform Label Committee is endeavoring to prepare a set of uniform rules and regulations with the hope that when prepared it will be adopted by the Ass'n of Feed Control Officials, and when so adopted be made effective by the individual control officials in the different states.

Price Fluctuation Charts.—During the fall of 1923 the Association issued a series of price fluctuation charts containing monthly price fluctuations on 35 commodities such as 100-pound sacks, Memphis basis, Standard Middling and Wheat Bran in 100-pound sacks, Minneapolis basis, Linseed Meal in 100-pound sacks, New York basis, and bulk Corn Gluten Feed, Chicago basis, for a period beginning Jan. 1, 1911, and concluding Aug. 1, 1923. Shortly after Jan. 1, 1924, figures were supplied to our members to enable them to complete the charts to that date. Early in the year 1925 figures were submitted to complete these charts to Dec. 31, 1924. Early in the present calendar year a new form of chart was prepared giving the price fluctuations for the materials above mentioned together with No. 1 Alfalfa Meal covering the calendar year 1925. Yearly charts appear to be much more in demand than a chart covering a series of years and it is probable this plan be continued in the future.

Alfalfa Meal Quarantines.—Several of the mid-western states have placed embargoes against the importation of alfalfa hay, other hay, cereal straws and alfalfa meal from Utah and portions of Idaho, Colorado, Nevada, California, Oregon, and Wyoming, due to the alleged in-

festation of an insect known as the alfalfa weevil. While the territories in the West affected by the embargoes are not necessarily the big producing alfalfa meal localities, nevertheless such embargoes are having a decided tendency in the direction of a reduced supply.

The fact that your Secretary is responding to an increased number of requests from Feed Control Officials to attend conferences to consider and shape policies and administration features of feed inspection laws is indicative of the increasing confidence on the part of the Feed Control Officials in the integrity of this Association.

Membership.—At our last meeting I reported a net membership of 138. During the year there have been eighteen resignations or suspensions for non-payment of dues. Nineteen new members were added to our membership roll. The membership on April 30th being 139, a net increase during the year of one.

"What is the matter with the feed industry?" is a question being propounded in all sections. I wish I might intelligently answer such inquiry but I would like to hazard an opinion that the lack of reliable information concerning the industry may be a factor largely responsible for present bad conditions.

If the feed manufacturing industry would cooperate in the collection of annual statistics which shows its productive capacity and its actual production and such information given wide publicity among business men, bankers and investors, it would tend to retard the construction of new plants for the excess of those needed to supply the demand, a condition which is unhealthy from an economic standpoint resulting in loss of capital, depression of wages or labor and chaotic conditions generally. I believe business men knew the productive capacity of the industry was outgrowing the demand, they would hesitate in building new plants. If bankers had similar data they would be cautious in loaning money for new construction. If investors had the facts they would be more wary in placing their funds in an overbuilt industry.

Statistics showing the current conditions of supply and demand should prove of great value. A number of industries are already successfully compiling such information.

Such data to be of service should be compiled and distributed as quickly as conditions in the industry will permit in order to reflect actual market conditions with reasonable accuracy.

The real worth of information of this description is so patent that the many advantages need not be elaborated upon, but such data should be of still greater value in an industry where such accepted order is not always considered a binding contract of purchase and sale.

Accurate knowledge as to manufacturing and distribution costs secured by a confidential exchange of such data through a reliable agency can but result in a steady influence.

If the industry itself will support the undertaking, the American Feed Manufacturers' Ass'n can very quickly set in motion machinery for the collection and publication of business statistics relating to the industry.

The feed manufacturing industry can accomplish but little unless reputable manufacturers are willing to assume a reasonable amount of obligation in an endeavor to solve the many problems continually confronting the industry. The American Feed Manufacturers' Ass'n should be of much greater numerical strength in order that it may function for the greatest possible good to the greatest possible number and assume its justifiable place in the economic growth and development of this country.

TRAFFIC MANAGER R. M. FIELD'S annual report was coupled with that of the capable sec'y's report. From it we take the following:

Report of Traffic Manager.

The American Feed Manufacturers' Ass'n stands today in a very definite and satisfactory position with the railroads in all matters affecting the transportation end of the feed industry. This has been brought about by the continued effort of your traffic com'te and the traffic department which that com'te has successfully directed and supervised.

We are notified of proposed changes in rates, rules, regulations, etc., and these matters get to the Traffic Committee for careful analysis and before any final action is taken on matters of general interest, notice is given to our membership, so that each individual member may have the opportunity of passing upon the proposal. Meetings are sometimes arranged with the railroads where those interested, if they desire, may appear and discuss the subject. By this means the industry as a whole is safeguarded and the rights of each individual member preserved.

I want to urge each member to use the Traffic Department, not only on general subjects but for consultation on individual matters. You have problems and difficulties of a transportation nature write us and advice and suggestions will be freely given. This department is working for you as a whole on general subjects and will also gladly work for you in helping you straighten out your individual problem.

The following is a list of some of the subjects that have been before the Traffic Committee for consideration during the past year: Grain products and by-products to Central Freight Ass'n and eastern territory. Rules covering payment of claims for grain shortage. Grain products shipped in paper sacks, versus cloth or burlap sacks. American Railway Ass'n rules for inspection and preparation of cars to be loaded with sacked commodities. Southwestern Lines Docket No. 4344, cottonseed meal rates from Southwest. Policing rules and regulations covering proportional rates and transit in Western and Southwestern territory. Southwestern Freight Bureau Docket 5040, proposal to eliminate the application of corn rates on cottonseed meal in Southwestern territory. Blackstrap transit in Central Freight Ass'n territory. Western Trunk Line Docket 4723, overhead rates on grain and grain products from Minneapolis, etc., to Atlantic Seaboard and Northeastern territory. Blackstrap molasses from Atlantic Seaboard points to Eastern Trunk Line territory, including Buffalo. National diversion and reassignment rules. Policing rules in South and Southeast. Southwestern Freight Bureau Docket No. 5629, proposal to establish a limit of six months for the adjustment of charges growing out of transit.

Percentage of non-transit ingredients in mixed feed in Western territory. Western Trunk Line Docket No. 4772, application of coarse grain rates on wheat, bran and other by-products from Minneapolis to Chicago. Proposed cancellation of stop-off privileges to complete loading or partially unload in transit in Central Freight Association territory. Southwestern Freight Bureau Tariff No. 135, cottonseed meal rates from Southwest—Railroads ordered to correct tariff so as to name rates from specific points of origin to specific points of destination. Western Trunk Line Circular No. 19, rules and regulations governing the application of proportional rates on grain, hay, seeds and products. Unit system of surrendering tonnage under transit in Western territory. Western Trunk Line Docket No. 4504-A, shells, clams, mussel and oyster crushed or ground, in mixed carloads, with grain and grain products, between points in Western Trunk Line territory.

Proper classification of feed having a small medicinal or condimental content, which manufacturers claim not sufficient to put it in the class of medicated feeds.

PROF. F. D. FULLER, pres. Ass'n Feed Control Officials, College Station, Tex., in discussing Cheap Mixed Feeds said:

"There are feeds in some markets today labeled 'dairy feed' which by their guaranteed analysis show as low as 5% crude protein and as high as 25%-30% crude fiber. I have in mind a feed known as 'Special Dairy Feed' which among other ingredients contains 40% highly ground peanut hulls and the fiber content is approximately 30%. The list might be extended to include horse and mule feeds, laying mashers, hog feeds, etc., which are so compounded as to be

unsuitable for the purpose intended. At the present time the manufacturer of quality feed is obliged to compete with those making low-grade mixtures sold for special purposes and very often he is forced to make cheap feeds against his will in order to meet the keen competition. I recently received a letter from a manufacturer of quality-feeds which reads in part as follows:

"This company has been for 4 years, more or less, fighting the sale of cheap mixed feeds. We mean by that, feeds that are made to 'clean the mill,' so to speak. It seems that we are in a losing fight, judging by the sales of such feeds over the country. We have about made up our minds to make one also, but we want to us ingredients that are clean."

Very often such poor results are obtained in the use of low-grade special-purpose feeds that consumers condemn all classes of commercial feeds to the detriment of the entire industry. We believe that chemical standards for these feeds will eventually improve their character or remove them from competition with the quality feeds which, I am sure, the majority of manufacturers prefer to market.

Endeavoring to arrive at fair and just chemical standards for this class of feeds, tentative standards have been adopted by several states and also the South Central States Ass'n. These standards are considered general enough to permit reasonable variations in manufacture and they were made tentative in order that corrections may be made if found advisable. At the last conference of the officials comprising the membership of this ass'n held in Mobile, Ala., last month, a special com'te was appointed to study these tentative standards, receive and carefully consider any suggestions from manufacturers and report back to the ass'n. We invite your criticisms and suggestions.

The Ass'n of Feed Control Officials of the United States has also appointed a com'te to co-operate with a similar com'te from your ass'n for the purpose of making an exhaustive study of the subject and to report back to the convention this fall. It is to be hoped that the same friendly spirit of co-operation that has prevailed in the past will exist among the members of this joint com'te and I have every reason to believe that such will be the case. Manufacturers of first-class feeds have nothing to fear from such standards.

The science of chemistry is continually adding much to our knowledge of feedstuffs. Brilliant progress is being made by the chemist in his investigations on the importance in planning a family diet and in feeding livestock. Again, it has been demonstrated that the proteins of different feedstuffs show very striking differences in feed value and we must know more of the chemical properties and nutritive value of these proteins in order to produce the greatest amount of animal growth with minimum expenditures. For years the protein content was the yard stick by which we measured the value of most feeds, but in recent years considerable attention has been given to the fiber content and productive value. Is it unreasonable to predict that at some future time the quality of the protein will be seriously considered by the manufacturer, consumer and feed control official? We have yet much to learn about feeds and the proper blending and utilization thereof.

PROF. A. G. PHILLIPS, Ft. Wayne, Ind., addressed the convention on "From the Outside Looking In."

H. J. MORRISON, Cincinnati, O., demonstrated a new and simple system of testing the quality of cottonseed meal by color, a product of the findings of the Munsell Color System of Baltimore. The system has been adopted and will be distributed by the Interstate Cottonseed Crushers Ass'n of Dallas.

NASHVILLE wired an invitation for next year's convention.

Com'te appointments announced were:

Resolutions: A. F. Seay, S. J. Thompson, C. T. Kayhart.

Auditing: W. D. Green, L. R. Hawley, R. L. Hall.

Nominating: J. M. Wilson, F. J. Bradford, J. B. Edgar, C. P. Wolvorton and H. H. Humphrey.

The meeting adjourned at 1:30.

THE SALES MANAGER'S LUNCHEON, John B. Edgar presiding, discussed the numerous problems confronting the sales dept. to the hearty satisfaction of all.

Jay Chapin of Owensboro, Ky., made the principal talk. In his remarks he said:

If we are to secure a more extensive use of our feeds, we must first of all know just what our feeds will do in actual use, under everyday conditions. High production records, made by good cows, always make interesting reading, but it is the average dairy farm we wish to

reach. I believe one fault common to many of us is that in the past we have depended too much on analysis, book values of digestible nutrients, and the general attitude that certain formulas ought to give proper milk pail results without any real knowledge or farm tests as to what the combination which we are providing would actually do. Because of this, the feeding instructions for our products have been too vague, or in many cases unfulfilled in actual farm use.

This is not 1916, it is 1926, and since 1916 there has been a tremendous advance in knowledge in the intricate science of nutrition. The following paragraph from the Texas State Bulletin No. 329, March, 1925, sets forth this condition in a definite and positive way:

"It has been known for many years that the value of feeding stuffs are not in proportion to their digestible nutrients.

"Since the digestible nutrients of different feeds have different productive values, any system of feeding based on the assumption of their equality, is erroneous. It is unfortunate that many men of this country, some of whom seem to be really progressive in other ways, have adhered to methods which scientific progress has rendered obsolete, and which have been relegated to the scrap pile years ago in other countries. Whether due to inertia, lack of scientific training, or undue conservatism, or what not, there is no doubt that this attitude has retarded the progress of scientific feeding in America."

And also this quotation from the noted Dr. E. B. Meigs, Research Chemist of the U. S. Dept. of Agriculture:

"Recent developments in physiological chemistry have shown that, strictly speaking, there is no such thing as a quantitative requirement of protein for dairy cows. Different proteins differ widely in their chemical constitution, and the dairy cow requires much larger quantities of some of them, for the manufacture of a given quantity of milk protein than of the others."

We cannot expect our salesmen to do good work unless we furnish them with real facts, and we cannot expect our distributing retail dealers to give their valuable assistance as long as we simply furnish them with generalizations instead of telling them just how our dairy feeds should be fed, and what results will actually be obtained when they are fed.

If we, ourselves, see to it that we have more complete essential knowledge about all our products, and base our sales plans on this knowledge, the mixed feed industry will soon be on a sounder basis, and worth while expansion will follow as a natural result.

The Banquet.

The banquet Thursday evening, well, everybody attended and quite naturally it was a gala affair, so much so that all the delegates managed to keep their minds from their business worries and cares long enough so that the evening was a huge success.

The Denver Alfalfa Mfg. & Products Co., of Lamar, Colo., provided the revelers with decked sombreros, which naturally livened up the occasion that much more.

HON. J. ADAM BEDE, Ex-Congressman of Minnesota, aided everyone's digestion at least 1000%. They had to stop him after about an hour from telling more jokes, as some of the delegates became weak from laughing.

Dancing, and "Brown's" completed the slated program for the day.

Friday Morning's Session.

A. T. PENNINGTON, representing the Southern Mixed Feed Manufacturers Ass'n of Memphis, Tenn., on "Know Your Costs," said:

A great many feed manufacturers believe that their profits, if any, all come thru their buying. I personally do not subscribe to this theory. I know there is money in merchandising mixed feeds, but if the people, who believe this, would do as we have done, departmentalize their business; in other words we



W. E. Suits, Chicago, Ill.
Pres. American Feed Mfrs. Ass'n.
Photo by Koehne.

have a buying department and our various manufacturing units purchase from this buying department at the market, plus a small brokerage charge for their requirements, then each manufacturing unit is separated from the others and the general and administrative expense is allocated fairly to each department so that at the end of each month we know exactly what each department has done and exactly what it costs to do it.

I cannot urge upon you strongly enough the absolute and vital necessity of working in the light instead of the darkness and an accurate, adequate costs system is just the difference between light and darkness and I would urge upon all of you when you get back home to do a little personal investigating. Be sure that your own cost system reflects the true condition and true costs at all times.

A general discussion followed. The value of being grouped together under one roof, where one could air his own ideas and have an opportunity to absorb, weigh, compare, and accept the ideas of others, is inestimable, and every one seemed to realize this point.

DR. R. ADAMS DUTCHER, professor of Agricultural and Biological Chemistry, State College, Pa., closed the day's business session with an interesting illustrated lecture on "Some Newer Aspects of the Feeding Problem," which proved to be a digest of rations vs. nature's elements.

GOLF: Some 42 contestants entered the golf tournament in the afternoon. The trophies were thus awarded: A. F. Seay, first, Penick & Ford silver cup trophy; T. E. Snyder, second, President's prize; E. C. Rich, third, Chairman Executive Com'te prize; G. A. Chapman, fourth, Chairman Board of Directors prize; H. H. Humphrey, fifth, Treasurer's Consolation prize.

Saturday Morning's Session.

The election of officers and the com'te reports occupied the last morning session.

The election resulted in the selection of: president, W. E. Suits, Chicago; 1st v.-pres., Frank R. Johnson, Chicago; 2nd v.-pres., E. B. Savage, Minneapolis; 3rd v.-pres., W. R. Smith-Vaniz, Memphis; treasurer, W. R. Anderson, Milwaukee; sec'y, L. F. Brown, Chicago; traffic-mgr., R. M. Field, Chicago.

Executive Com'te: E. W. Elmore, Oneonta, N. Y.; H. A. Abbott, G. A. Chapman, Chicago; D. W. McMillen, Ft. Wayne, Ind.; J. B. Edgar, Memphis; A. F. Seay, St. Louis; and Pres. Suits.

Board of Directors: O. E. M. Keller, Chicago; Roy Eshelman, Lancaster, Pa.; G. G. Keith, Nashville; Jim Rapier, Owensboro, Ky.; F. J. Ludwig, Boston, Mass.; Flynn Owen, Cedar Rapids, Ia.; B. T. Manard, New Orleans; S. J. Thompson, Cincinnati; Charles Staff, Detroit; Floyd M. Wilson, Lemar, Colo., chairman; E. G. Olden, Jackson, Miss.; M. M. Novak, Hammond, Ind.; H. H. Humphrey, Wausau, Wis.; C. P. Wolverton, Buffalo; E. Wilkinson, Birmingham, and Pres. Suits.

Everyone departed feeling wiser, kinder, and determined to strive just a bit harder to function more efficiently.

Exports of Feedstuffs.

Exports of feedstuffs during April, compared with April, 1925, and for 10 months ending April, are reported in pounds by the Bureau of Foreign and Domestic Commerce as follows:

	1924	April 1925	10 mos. ending April 1925
Cottonseed cake	20,167,372	15,621,757	483,926,313
Linseed cake	49,324,951	57,034,963	509,244,178
Other oil cake	3,805,392	23,440	9,316,878
Cottonseed meal	2,663,185	1,887,782	194,436,362
Linseed meal	193,095	710,721	6,024,490
Other oil cake meal	316,791	17,315	4,659,452
Bran and middlings	199	135	2,195
Screenings	4,628,339	185,515	10,843,987
Other mill feed	539	1,330	8,505
Prepared mill feeds, not medicinal	2,808,673	2,069,239	34,078,519
			26,338,818

Feedstuffs

Bloomington, Ill.—J. P. Zimmerman expects to erect a feed plant soon.

Gainesville, Fla.—W. R. Durst is rebuilding his recently burned feed mill.

Pittsford, N. Y.—The Sterling E. Barnard feed mill was totally destroyed by fire on May 25.

Griswold, Ia.—Fred Sunderman disposed of all his feed mill equipment at a recent public sale.

Norfolk, Va.—B. F. Metzger is pres., and J. Heller, sec'y-treas., of the newly reorganized Norfolk Feed Mfg. Co.

Atchison, Kan.—Fire damaged the building of the Kansas City Corn Products Co., to the extent of about \$5,000.

Meridian, Miss.—The H. G. Pogue Flour & Feed Co. is just completing the construction of new plant for the manufacturing of feeds.

Topeka, Kan.—Close to two thousand dollars have already been refunded to buyers of musty, caked, or deficient protein feed, in accordance to the state feedingstuffs law.

Cedar Rapids, Ia.—The Edward J. Butler Co. plant reopened after having been closed for two years. The company manufactures a large line of animal feeds. Edw. J. Butler is pres.

Pine Bluff, Ark.—Cook-Bahlau Feed Mfg. Co., incorporated; capital stock, \$65,000; incorporators and officers, H. V. Bahlau, pres.; G. A. Bahlau, v. p.; and J. M. Cook, sec'y-treas.

The U. S. Feed Distributors Ass'n have adopted the following changes in rules: "Durum wheat by-products shall not be deliverable on contracts for wheat feeds unless so specified."

Cedar Rapids, Ia.—W. S. Penick, pres. of Penick & Ford, Ltd., has been elected chairman of the board of directors, and F. T. Bedford, 1st v. pres., was made president. J. B. Vanderbilt was elected treas.

Chicago, Ill.—Roy Hall has resigned, effective June 15, as sec'y-treas. of Chapin & Co., mixed feed manufacturers, to take an extended vacation that he might better recuperate from a recent severe attack of pneumonia. He will continue as one of the directors.

Davenport, Ia.—H. M. Beaver, sec'y of the Iowa Poultry Fanciers Ass'n for the past 10 years, has joined the sales organization of the Davenport Elvtr. Co., in charge of the distribution of chicken feeds and mash, horse feed, and dairy and cattle and hog feeds.

El Monte, Cal.—The Nicholls Grain & Mfg. Co.'s plant was just transferred to the El Monte Grain Co. The building will be remodeled before the offices of the purchasing company are moved thereto; also concrete block building in which chicken mash and scratch feeds will be manufactured is under construction at present.

Seymour, Ind.—The Greendale Mill, a new corporation organized to absorb the property of the Squibbs Distillery, the Transit Mfg. Co. and the Hawthorn Mlg. Co. at Lawrenceburg, and the Nutritia Realty Co. of Cincinnati, has been announced by John A. Shields of this city, named pres.-gen'l mgr. Richard Miller of Indianapolis is v.-pres., and Solon J. Carter, also of Indianapolis, is sec'y-counselor. The company will manufacture a large line of commercial feeds and will have a capacity of 15 carloads daily. Mr. Shields just resigned as sec'y of the Blish Mfg. Co., which position he retained since 1918. Offices of the company will be at Lawrenceburg. Operations will commence about July 1.

Jonesboro, Ark.—We are buying straight car lots of grain and grinding and mixing them into a complete line of proprietary feeds. We are also planning to buy a lot of grain locally this season. We hope to build a storage capacity later to hold several months supply of grain.—E. R. Keller, business mgr., Keller Bros. Feed and Produce Co.

Buffalo, N. Y.—The various com'tes charged with the arrangements, program, and entertainment of the Eastern Federation of Feed Merchants convention to be held here June 24 and 25, have completed all preliminary arrangements that the meet may go off in Buffalo's customary hospitable style. H. C. Elwood is chairman of the entertainment com'te.

Washington, D. C.—Application of an import duty of 15% ad valorem on a specified ground feed has been ordered by the Treasury Division of Customs. This concerns feed consisting of oat hulls and meal. The entered rate of 7½% under the Proclamation of the President T. D. 40069, is applicable only to by-product foods obtained in the milling of wheat.

Battle Creek, Mich.—We have completed repairs at our warehouses at Mattawan and Lawton, and our remodeling here is also nearly completed. We now have a combined storage at Mattawan and Lawton of 25,000 tons and can mix 15 cars of feed a day at our Battle Creek plant. We serve some territory in Michigan and Ohio, but the bulk of our shipments are to the east.—A. N. Sheffield, A. K. Zinn & Co.

Milwaukee, Wis.—The first annual meeting of the Central Retail Feed Ass'n is to be held here June 22. The organization has but of late been perfected. Dealers in Wisconsin, northern Illinois, northeastern Iowa, southeastern Minnesota, and Upper Michigan, hold, or are eligible to hold, membership in the organization. Bentley Dadmun of Whitewater, Wis., is serving as chairman of the organization com'te while D. K. Steenburg of Milwaukee is sec'y.

Omaha, Neb.—The M. C. Peters Mill Co. consolidated with the American Mlg. Co. of Peoria, Ill., on June 1. There will be no change in name, brand names or managing personnel of either company. H. G. Atwood, pres. of the American Mlg. Co. will be pres. of the consolidation. R. M. Peters and W. T. Burns will continue in active charge here. The American Mlg. Co. recently re-incorporated under the laws of Delaware for \$3,000,000. The home office is in Camden, N. J.

Winthrop, Mass.—We sell some straight carloads of feed, distribute Beacon feeds in New England, and handle all the side lines connected with the trade. The officers of our newly incorporated company are Grant P. Veale, pres.-treas., who has been distributing Beacon feeds in this territory for the past years, prior to which he was eastern representative for Tioga Mill & Elvtr. Co., and at one time field representative for Park & Pollard Co. Leon H. Greaves is v.-pres.; he has been associated with the pres. for the past 3 years and was also with the Tioga Mill & Elvtr. Co. Our sec'y is C. N. Marsden, formerly of Boston.—N., Grant P. Veale, pres., Grant P. Veale Corp.

The agricultural appropriation bill, carrying \$127,924,573, was signed May 11 by Pres. Coolidge.

Feedstuffs Movement in May.

Receipts and shipments of feedstuffs at the various markets during May, as compared with May, 1925, in tons, were as follows:

	Receipts		Shipments	
	1924	1925	1924	1925
Baltimore	1,900	1,130		
Chicago	11,718	13,922	36,179	40,499
Cincinnati	1,770	1,850		
*Kansas City	4,660	2,820	10,820	25,380
*Los Angeles	3,450	2,670		
Milwaukee	4,340	3,993	12,262	10,687
Minneapolis	1,672	1,768	42,072	41,766
New York	190	520		
Peoria	23,520	25,060	26,998	22,551
Portland	5,200	3,735	2,651	2,438
*Portland	240	60	310	130

*Brn.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

CALIFORNIA

Los Angeles, Cal.—We have ordered several new machines to install in our plant.—R. E. Robey, C. S. Pike Grain Co.

Bell, Cal.—The Huffine Grain Co. is building in addition to its plant. The extra space will be used for storage and loading purposes.

San Francisco, Cal.—James Prince Livingston, one of the Pacific Coast's leading grain exporters, died at his home here on May 26. For 5 years he was the representative of Strauss & Co. He was pres. of the Port Costa Warehouse & Dock Co. and v. p. of the Northern Grain & Warehouse Co.

Graino (Grimes p. o.), Cal.—The elvtr. which we are building has a capacity of 160,000 bus., and we hope to increase it next year. The warehouse is divided into 25 ft. square bins, and we have installed a screw conveyor above and below the bins. The warehouse is built on a 10 ft. frame, making it very easy to convert into bulk handling.—H. H. Balsdon, Balsdon & Scarlett.

CANADA

Stockholm, Sask.—The elvtr. of the Pioneer Grain Co. was destroyed by fire on May 20. Considerable wheat, barley and flax was stored in the elvtr.

Vancouver, B. C.—The Manitoba Grain Co. will erect a three-story grain warehouse at a cost of \$25,000. The building will be constructed of brick and reinforced concrete.

Ottawa, Ont.—The Agricultural Com'te of the House of Commons has scheduled for early consideration amendments to the Canada grain act concerning the guaranteeing of grade and weight by country elevators.

Toronto, Ont.—A bill amending the grain act has been given a second reading in the Canadian House of Commons. The object of the amendment is to give the producer the right to determine the destination of his own grain.

Toronto, Ont.—The harbor commission is receiving bids for the sale of buildings and equipment of the old Alexander Brown Mlg. & Elvtr. Co. Proposals will be received for the demolition and removal of some of the buildings by July 1 and the purchase of the remaining buildings and equipment and their removal by Sept. 1.

COLORADO

Ft. Collins, Colo.—Action of the Rocky Mountain Fuel Co. against the Farmers Elvtr. & Produce Co. resulted in the closing of this organization.

Holyoke, Colo.—J. E. Platt has resigned his position as mgr. of the Farmers Co-op. Elvtr. Co. Miss Mabel Chapman, cashier of the company, was elected to take his place.

ILLINOIS

Meriden, Ill.—Chas. Gallagher is installing new scales in his elvtr.

Carrollton, Ill.—Jacob Frech has opened a flour and feed store here.

Argenta, Ill.—M. C. Cooper of Oreana is the new mgr. of the A. O. Grain Co.

South Clinton (Clinton p. o.), Ill.—Edward Hendrix has temporarily closed his elvtr.

Sandwich, Ill.—The Farmers Elvtr. Co. is planning on installing a modern grinder.

Edwardsville, Ill.—Dippold Bros. are installing a new scale and truck dump in their elvtr.

Dillsburg, Ill.—The Dillsburg Co-op. Grain Co. will install an automatic auto truck dump.

Edwardsville, Ill.—The plant of the Blake Mlg. Co. was destroyed by fire with heavy losses.

Owaneco, Ill.—The Farmers Co-op. Ass'n suffered a small loss during a recent windstorm.

Blandinsville, Ill.—G. H. Spainhower of Ransom is the new mgr. of the Farmers Elvtr. Co.

Harvel, Ill.—Percy Voaden has succeeded F. J. Zimmerman as mgr. of the Farmers Grain Co.

Garber, Ill.—Howard Carter has purchased the Bailey-Moore & Co.'s elvtr. here.—Noble Bros.

Peoria, Ill.—The Peoria Mlg. Co.'s \$10,000 warehouse will be completed within a few weeks.

Royal, Ill.—The Grussing Grain Co. is building a new office and putting in a new scale.—Frank M. Ward.

Danforth, Ill.—The radio belonging to the Farmers Grain Co. was stolen from the company's office recently.

Reilly Station (Rankin p. o.), Ill.—Fred C. Leach has overhauled and repaired his elvtr. here.—Frank M. Ward.

Pekin, Ill.—The Pekin Farmers Grain Co. installed a new truck pump recently and is now installing a new cob burner.

Clarksdale, Ill.—Thos. H. Gaynor has succeeded Percy Voaden as mgr. of the Farmers Grain Co.—Frank M. Ward.

Tallula, Ill.—The Tallula elvtr. was destroyed by fire which started from a spark of the cob burner. Loss covered by insurance.

Ludlow, Ill.—The Ludlow Elvtr. Co. has discarded its gasoline engines and installed two 10-h.p. motors and one 5-h.p. motor.

Fountain Creek (Hoopeston p. o.), Ill.—The office of C. O. Long was slightly damaged by a windstorm recently.—Frank M. Ward.

Thawville, Ill.—The Thawville Farmers Grain Co. will build a new coal shed, 16x48 ft., to take care of its increasing coal trade.

Ottawa, Ill.—Wm. P. Cavanagh has become a member of the Chicago Board of Trade, representing the firm of Cavanagh & Kirby.

Lake City, Ill.—Charley Beall of Decatur has rented the business of the Lake City Co-op. Farmers Elvtr. from Joe Sherman, receiver.

Odell, Ill.—Mr. Smiley has taken over the business of L. R. Jeter & Co. and will operate under the firm name of the Inland Grain Co.

Leonard, Ill.—The Farmers Co-op. Co. has replaced its office, which burned last year, with a modern one that is a credit to the company.

Champaign, Ill.—The Champaign Mlg. & Grain Co. incorporated; capital stock, \$30,000; incorporators, M. A. Duncan, M. W. Stewart and Gid Housh.

Harvel, Ill.—The Harvel Grain & Supply Co. is making extensive improvements to its elvtr. and installing a new 10-ton truck scale.—Frank M. Ward.

Weston, Ill.—The Weston Grain Co. Co-op. is building a new warehouse for salt and roofing and has just placed lightning rods on two of its three elvtrs.

Oreana, Ill.—C. Lukinbill of Decatur has succeeded M. C. Cooper as mgr. of the A. O. Grain Co. Mr. Cooper has taken charge of the company's plant at Argenta.

Kempton, Ill.—Thomas J. McDermott has filed suit against the Kempton Farmers Elvtr. Co. to recover \$5,000 which he advanced to make good a shortage of its mgr.

West Point, Ill.—A meeting of the stockholders of the West Point Farmers Co-op. Elvtr. Co. has been called for the purpose of voting on the question of dissolution.

Sandwich, Ill.—We will repair and paint the roof of our elvtr., install ventilators in the cupola, and make other minor repairs.—O. A. Kietzmann, mgr., Farmer Elvtr. Co.

Warrensburg, Ill.—Ross Livergood, who has been in charge of the Beall Grain Co.'s elvtr. here, has returned to St. Louis to resume his former position with the Hunter Grain Co.

La Hogue, Ill.—We have built new drives to both our houses here and have re-sided and re-roofed the West House and installed a motor to take the place of the gas engine.—Farmers Grain Co.

Kinderhook, Ill.—Kinderhook Mlg. Co., Inc., incorporated to manufacture and deal in flour, feed and mill products; capital stock, \$10,000; incorporators, David Jones, Emmett Jones and Mabel Jones.

Hillview, Ill.—The Community Elvtr. is installing a No. 22 Western sheller and steel grain feeder, raising the elvtr. heads, and giving the elvtr. a general overhauling. S. E. Dyson is doing the work.

Ashton, Ill.—The old grain elvtr. here owned by O. C. Baker burned on May 27. The elvtr. was occupied by Carl Stephan who used part of the building for the manufacture of concrete blocks and burial vaults.

Dwight, Ill.—The Farmers Co-op. Elvtr. Co. has covered two of its elvtrs. with galvanized corrugated roofing, built a new cement driveway at its elvtr. here, and installed a new mill for custom grinding.

Rochelle, Ill.—Fire which started in the frame building adjoining the elvtr. of the Kennedy Cereal Co. destroyed that building and the elvtr. on May 23. Morris Kennedy, prop., estimates his loss at about \$15,000, practically no insurance.

Decatur, Ill.—A building belonging to E. E. Lilly & Son and located at the rear of their feed store was burned. The fire was checked just before it reached the feed store, so the damage to sacked feed is practically all from water. Loss is estimated around \$10,000.

Cairo, Ill.—The Lynch Grain Co., whose elvtr. burned some months ago and which has been operating thru the Hastings Stout Co.'s elvtr., has discontinued business. The Lynch Grain Co. was formerly the Magee-Lynch Co. but upon the death of Mr. Magee the firm name was changed.

Carmi, Ill.—The White County Mlg. Co. is moving its yard corn crib to the flour warehouse adjoining the mill, and will erect a corn elvtr. that will place corn in all the bins which formerly had to be shoveled from wagons. E. B. Holleman has the contract for moving and for the brick work.

Tabor, Ill.—The grand jury is taking evidence in suits regarding the Tabor Co-operative Grain Co. It is alleged that the investigation is being made with a view to charging the manager, Calvin Gambrell, with embezzlement. Allegations have been made that grain stored in the elvtrs. by patrons was sold to cover losses on the Board of Trade. Civil suits are on file. As a result of financial difficulties the company has leased its elvtrs.

Gridley, Ill.—Joseph H. Claudon has disappeared, owing farmers \$150,000 to \$200,000 for grain in store and shipped out and sold by him, and owing three Chicago and Peoria firms on drafts alleged to have been made by him for grain never received by the firms. On his paper was the name of his father, David Claudon, banker at Meadows, who had to close his bank. For several years J. H. Claudon had operated successfully the First National Bank of Gridley. This was purchased three years ago by the State Bank of Gridley, and Claudon erected an elvtr. and engaged in the grain business. Last fall he took into his elvtr. large quantities of corn and oats the farmers desired to hold, but when they sold in April he was unable to pay, and his 103 farmer creditors had J. R. Heiple appointed trustee. His father says he did not know to what extent his son had been speculating in the grain and land markets.

CHICAGO NOTES.

Logan & Bryan have now a special customers' room on the ground floor of the Board of Trade, with a de luxe quotation transmitter.

The hour for indemnity trading has been cut down. Effective June 12, indemnities will be bid and sold on the floor of the Board from 1:30 to 2 p. m. and on Saturdays from 12:15 to 12:45 p. m.

The Cleveland Telegraf Co., which was organized 30 years ago in the days of Sid McHie to give the Board control of its own grain continuous quotations, will discontinue the operation of grain tickers at Chicago, effective June 15. About 30 instruments will be taken out and replaced by Western Union tickers. The direct fast wires from the pit will be discontinued into brokers' offices, and any offices receiving quotations by Morse will get them from only one source, a tape instrument to be installed near the pit. This instrument is a new invention capable of distributing the quotations instantaneously and simultaneously to the city and to all parts of the country. The Cleveland Telegraf Co. will continue to operate the telephone sys-

tem in the Board of Trade building and its time stamp service, and will send out the quotations on privileges each day by Morse code.

Now members admitted to membership in the Board of Trade are: Stanley K. Pierce, Martin T. McDonough, Julius Isaac of New York City, John C. Evans, John H. Peel, Adam J. Riffel, Burford L. Porter and Wm. F. Wittman. Transfers: Estate of L. S. Vehon, James W. Holmquist, Charles Dickinson and George G. Guyer. Applications: Wilbur N. Young, Jack A. Ablin, Allen Logan and Lester N. Wheatland.

INDIANA

Washington, Ind.—P. M. Walker & Co. of Loogootee has purchased the Kidwell Mill.

Nappanee, Ind.—The lease on the Farmers Elevtr. held by Kraus & Apfelbaum has expired.

Poseyville, Ind.—Igleheart Bros. are installing a McMillin Wagon and Truck Dump in their plant here.

New Richmond, Ind.—A. B. Cohee has bought the elvtr. here, and B. W. Furr of Fortville will be the mgr.

Noblesville, Ind.—The Noblesville Mfg. Co. is equipping its plant with a McMillin Wagon and Truck Dump.

Yoder, Ind.—W. W. Tracy, mgr. of the Farmers Elevtr. Co., received injuries as a result of a fall at the elvtr.

Lafayette, Ind.—Remember the convention June 24 and 25 of the Indiana Grain Dealers Ass'n at Purdue University.

Blountsville, Ind.—Thompson & Johnson have contracted with L. J. McMillin for the installation of a combination wagon and truck dump.

Lowell, Ind.—George Etzel has resigned his position as mgr. of the Farmers Elevtr. Co. and has accepted a similar position at Martinton, Ill.

Dana, Ind.—The Dana Elevtr. Co.'s elvtr. was destroyed by fire which started in a nearby barn. The loss on the elvtr. is estimated at about \$6,000.

Loogootee, Ind.—A feed store and an elvtr. will be erected by P. M. Walker & Co. on the site of the old Walker mill, which was destroyed by fire several months ago.

Seymour, Ind.—J. Lewis Davis, until recently occupying a position in the foreign department of the White Co., Cleveland, O., has accepted the position of general manager of the Blush Mfg. Co. to succeed John Shields.

Evansville, Ind.—The Phoenix Flour Mill has been purchased by Igleheart Bros. The Phoenix Mill has a capacity of 1,000 bbls. daily and will increase the Igleheart daily capacity to 2,500 bbls. J. L. Knauss, who has been at the head of the mill for many years, will retire and Otto Knauss and Frederick Elles will take over the management.

Huntington, Ind.—Two new firms have been formed to take over the business of the Wasmuth Grain & Coal Co. The Wasmuth-Fisher Co., composed of A. D. Wasmuth and A. D. Fisher, will conduct the coal and building materials business, and the Hoosier Feed & Seed Co., composed of F. L. Wasmuth and his son, Herman J. Wasmuth, will take over that part of the business and the grain elvtr. The present quarters will be divided and retained by the two firms.

IOWA

Cedar Rapids, Ia.—The Cedar Rapids Food Products Co. is building a grain elvtr. to cost \$12,000.

Manley, Ia.—The Manley Grain Co. is reorganizing and stock is being sold to increase the capital stock.

Farlin, Ia.—Percy Sanders suffered severe injuries when he fell in the Farlin Elevtr. Co.'s elvtr. on May 31.

Dike, Ia.—George Billman, mgr. of the Farmers Elevtr., has resigned and will be succeeded by Martin Martinsen.

Bradgate, Ia.—F. C. Chinn, formerly mgr. of the Farmers Co-op. Elevtr. Co. at Anita, is now mgr. of the Bradgate Co-op. Exchange.

Walker, Ia.—The St. Anthony & Dakota Elevtr. Co. of Minneapolis, Minn., has bought the yard here belonging to the Walker Lbr. Co.

Hampton, Ia.—The Farmers Elevtr. Co. has purchased the elvtr., feed mill, oil tanks, coal sheds and other property of the late J. A. Carden.

Davenport, Ia.—The Western Flour Mills have rebuilt their grain cleaning department which was destroyed by fire several months ago and made other improvements.

Kensett, Ia.—Lewis Knudtson has resigned his position as local mgr. of the A. A. Thompston & Sons elvtr. He has been connected with this elvtr. for the past sixteen years.

Allison, Ia.—A. J. Froning of Garrison purchased the Farmers Co-op. Elevtr. Co. at public auction for \$8,200. The property included lumber sheds, feed house and coal sheds.

Davenport, Ia.—Saylor & Wichelman has incorporated and will be known as Saylor & Wichelman, Inc. E. H. Wichelman, sec'y-treas. of the company, is a member of the Chicago Board of Trade.

Ocheyedan, Ia.—The Farmers Elevtr. Co. is being reorganized into a co-operative ass'n. The following officers have been elected: Clint Fletcher, pres.; H. F. Bremer, v. p., and A. H. Hattendorf, sec'y-treas.

Sac City, Ia.—W. C. Young of Taylor, Wis., will assume management of the Sac City office of W. M. Bell Co. the latter part of June. Mr. Young has been in the grain business at Taylor for a number of years.

Grinnell, Ia.—Harold Evans has resigned his position as mgr. of the Farmers Elevtr. Co., to take effect July 1, and will be succeeded by Bert Whitaker. Mr. Evans plans to purchase an elvtr. of his own soon.

Ventura, Ia.—The old Woodford-Wheeler elvtr. is being torn down to be replaced by a new brick building and mill to be ready for service with the coming harvest. The new elvtr. will be built of hollow brick tile and round in shape. It will be 30 ft. in diameter and 50 ft. high. Warehouses 30x20x14 ft. will be added on the east and west sides.

Oakville, Ia.—Orrin D. Johnson, only son of C. A. Johnson, was married on June 3 to Miss Della Frances Duncan. Mr. Johnson is associated with his father in the operation of the Oakville Grain Co., being in charge of the office and having an interest in the business. He has made his home here since graduating from the state university. Mr. and Mrs. Johnson are two of the most popular young people of Oakville. Mrs. Johnson has always lived in this community and is an accomplished young lady well qualified to preside over the home she will adorn.

Des Moines, Ia.—The Corn Belt Coal Dealers Ass'n, Inc., has been organized with the following officers: H. J. Dane, Iowa City, pres.; K. G. Carney, Des Moines, 1st v. p.; Geo. W. Voss, Council Bluffs, 2nd v. p.; J. H. Gilchrist, Ames, treas.; L. C. Smith, Des Moines, secy. Directors are: J. Don Buck, Marshalltown; H. J. Dane, Iowa City; Earl C. Cooper, Newton; D. E. Vinal, Cedar Rapids; George W. Voss, Council Bluffs; J. L. Browne, Sioux City; E. A. Milligan, Jefferson; Frank V. Dole, Des Moines; and E. B. Curtis, Minneapolis, Minn. The organization of this Ass'n was perfected on May 27.

KANSAS

Ashton, Kan.—The Chas. E. Miller Grain Co. is bankrupt.—X.

Zurich, Kan.—A. N. McCulley is the new mgr. of the Farmers Co-op. Elevtr.

Manhattan, Kan.—The Manhattan Mfg. Co. contemplates installing a Diesel Engine.

Kismet, Kan.—Extensive remodeling is being done by Benson & Bayha.—L. J. Chapman.

Hutchinson, Kan.—J. J. Hughes is in charge of the branch office of the Logan Bros. Grain Co.

Satanta, Kan.—The Farmers Elevtr. Co. is making improvements to its plant.—L. J. Chapman.

Spearville, Kan.—Geo. W. Umbach is the new mgr. of the Bowersock Mills & Power Co.'s elvtr.

Winifred, Kan.—Mr. Brychta is the new mgr. of the Farmers Union Elevtr., succeeding Ralph McAtee.

Furley, Kan.—A. E. Miller succeeds W. B. Richardson as mgr. of the Furley Grain & Supply Co.

Wichita, Kan.—Mail addressed to the K. W. T. Grain Co. has been returned marked "Out of Business."

Sharon Springs, Kan.—The Sharon Springs Grain & Implement Co. has been organized with J. C. Wilson as mgr.

Wells, Kan.—The elvtr. formerly owned by the Wells Co-op. Elevtr. Co. has been purchased by Frank and Herb Kay.

Walton, Kan.—The Walton Elevtr. & Supply Co., Inc., now operates the elvtr. formerly operated by F. L. Johnson.—X.

Dodge City, Kan.—The Farmers Co-op. Elevtr. Co. is building a new warehouse.—L. J. Chapman, mgr., Wolcott & Lincoln.

Junction City, Kan.—The Russell Grain Co. of Kansas City has opened a branch office here. B. S. Frederick will be in charge.

Pratt, Kan.—J. F. Moyer, acting mgr. of Pratt Mills since the resignation of T. L. Saxemeyer, has resigned his position.

Nettleton, Kan.—K. H. Jones of Alberta is the new mgr. of the Kansas Grain Co., taking charge on June 7.—L. J. Chapman.

Burden, Kan.—The Farmers Co-op. Merc. Co. failed last fall and was reorganized as the Farmers Co-op. Elevtr.—F. A. James.

Cheney, Kan.—Orville White has purchased an interest in the Clark Burdgr Grain Co. elvtr. and will conduct the business here.

Rozel, Kan.—Floyd Martin is the new mgr. of the Union Grain Co., succeeding O. C. Glenn who moved to Haviland.—L. J. Chapman.

Haven, Kan.—Walter Schlikau of Hutchinson will succeed Ira M. Tuggle as mgr. of the Farmers Grain Co. Mr. Tuggle recently resigned.

Hugoton, Kan.—The Hugoton Equity Exchange has reorganized as the Farmers Grain & Supply Co. Mr. L. O. Webb will continue as mgr.

Oketo, Kan.—Clarence Saathoff succeeds William Barnes as mgr. of the Farmers Union Elevtr. Co. Mr. Barnes resigned on account of ill health.

Turon, Kan.—The Turon Mill & Elevtr. Co., operated by the Reed Brothers, is closed down for overhauling, preparatory to starting on new wheat.

Wichita, Kan.—E. M. Kelly has been elected pres. of the Board of Trade to succeed Roger S. Hurd who has served two terms as president of the exchange.

Dodge City, Kan.—The John Hayes Grain Co. of Wichita will open an office here. Fred Casteline will be in charge.—L. J. Chapman, mgr. Wolcott & Lincoln.

Lawrence, Kan.—C. S. Rarick, who has been associated with the Bowersock Mills & Power Co. for the past twenty years, died at his home here at the age of 52 years.

Clyde, Kan.—In addition to other improvements, we are installing a new air truck dump, also a corn grinder.—Ernest C. Duprey, mgr. Farmers Union Co-op. Ass'n.

Castleton, Kan.—The Consolidated Flour Mill Co. has disposed of its elvtr. here and has purchased a warehouse at Winfield to be used in connection with the mill there.

Timken, Kan.—Ira Conrad has succeeded John Vesecky as mgr. of the Farmers Union Co-op. Ass'n. Mr. Vesecky is now pres. of the Wheat Growers Ass'n.—L. J. Chapman.

Junction City, Kan.—The Frank Mayde elvtr. and warehouse has been sold to Mr. Christensen and Mr. Beeler who have been renting the plant for several years.

Meade, Kan.—J. W. Edwards has accepted the management of the Farmers Co-op. Elevtr. & Supply Co., succeeding A. W. Steen who has taken charge of an elvtr. at Anthony.

Hutchinson, Kan.—The Russell Grain Co. of Kansas City will open a branch office here in charge of Clyde Truesdell who has been in the employ of the company for many years.

Nekoma, Kan.—Frank Maresch has bought the old elvtr. here and will make some improvements. Business will be conducted under the name of the Maresch Grain Co.—L. J. Chapman.

Macksville, Kan.—Roy E. Hart is the new mgr. of the Farmers Co-op. Ass'n, succeeding Chas. Stark who has accepted the position as mgr. of the Farmers Elevtr. Co. at Iuka.—L. J. Chapman.

Delphos, Kan.—Wendell Wilkins has taken charge of the Farmers Elevtr. Co. John Miller who has been acting mgr. since Dick Lawso left, will remain with the company as assistant to Mr. Wilkins.

Great Bend, Kan.—Joe Brady, formerly mgr. of the grain dept. of the Walnut Creek Mfg. Co. has become associated with the Southwest Grain Co. of Hutchinson, Kan., as sec'y-treas.—L. J. Chapman.

Danville, Kan.—W. L. Botkin and son have bought the Farmers Elevtr. Co.'s elevtr. Mr. Botkin will look after the elevtr. at Runnymede while his son, Eugene Botkin, will have charge of the elevtr. here.

Hutchinson, Kan.—J. J. Hughes will be in charge of the office which the Logan Bros. Grain Co. is opening here. He has made application for admittance to the Board of Trade on transfer from Allen Logan, Jr.

Paola, Kan.—We expect to erect an elevtr. and warehouse for handling grain, field seeds, and jobbing flour and feeds, to replace the elevtr. burned last month. We will install a feed mixer, cleaners, grinder and sheller.—Fessenden Grain Co.

Harper, Kan.—The Bowersock Mills & Power Co.'s elevtr. has been sold to the Imperial Flour Mills Co. J. C. Riggs, who has had charge of the property the past year, will remain with the new owners who will operate the elevtr. in connection with their local mill.

Burrton, Kan.—The 200-bbl. flour mill formerly a unit of the Lyons Mfg. Co., Lyons, Kan., has been sold to the Buhler Mill & Elevtr. Co. of Buhler, who will operate it as a grain buying station. However, the mill will be kept ready to run and if business warrants the flour mill will be operated.

Topeka, Kan.—J. B. Nicholson, mgr. of the Kaw Flour Mills Corp., a unit of the Larabee Flour Mills Corp., has resigned his position effective July 15. While he has not announced his future plans, it is understood that he has practically completed arrangements to purchase an interest in a business not related to the milling industry.

Wichita, Kan.—The Supreme Court on May 8 denied a motion to modify a judgment in the suit by the Farmers Grain & Supply Co., of Inman, against the Santa Fe Railroad for the value of a car of wheat shipped to the Red Star Milling Co. The railroad was held not liable and judgment was given against the milling company for \$1,900.

Hutchinson, Kan.—F. R. Noonan of the International Mfg. Co., Minneapolis, has been admitted to membership in the Board of Trade on transfer from L. D. Larkin. G. C. Hipple purchased the membership of J. F. Enns and has asked for transfer to himself. He with his brother, Fred Hipple, will engage in the grain business here.—C. W. Colby, secy., Board of Trade.

KENTUCKY

Carlisle, Ky.—The Carlisle Mfg. Co.'s plant was purchased by the Deposit Bank at public auction for \$7,500.

Nicholasville, Ky.—The C. T. Ashley Co. has erected a new building for the storage of grain on the site of the one which was destroyed by fire several years ago. This building adjoins the large elevtr.

LOUISIANA

New Orleans, La.—Milam-Morgan Co., Ltd., feed and grain merchants, suffered a small loss by fire at its local plant. Loss about \$1,500.

Jennings, La.—Miller Warehouse & Mfg. Co., Inc., incorporated; capital stock, \$25,000, chartered; incorporators, Charles A. Clark and Israel L. Hebert.

New Orleans, La.—J. E. Nuber has been appointed mgr. of the rice and grain dept. of J. S. Waterman & Co.'s branch office at San Juan, Porto Rico.

MARYLAND

Baltimore, Md.—Antone T. Ruhl, one of the oldest flour and grain merchants of this city, died at his home recently of pneumonia. He is survived by three sons and four daughters.

Ellicott City, Md.—The Gambrill Mills will soon be open for operation. The cereal plant, which comprises half of the building, is already occupied by the Doughnut Machine Corp., and the other half of the plant is to be taken over by the Continental Mfg. Co., a new concern, and operated as a flour mill.

Baltimore, Md.—A conference was held in the directors' room of the Chamber of Commerce on June 7, between representatives of the United States Dept. of Agri., the State Agricultural College and members of the grain trade here, for the purpose of discussing plans for the treatment of seed wheat for the eradication of smut before the fall planting season.

Baltimore, Md.—W. Leroy Snyder, head of the grain forwarding house of Hammond, Snyder & Co., is recovering from an operation performed on May 17 for the removal of the thyroid gland.

MICHIGAN

Wheeler, Mich.—The Breckenridge Farmers Elevtr. Co. suffered a small loss on May 25 from fire that originated in the drier.

Lake City, Mich.—The property of the Lake City Elevtr. Co. has been sold to Clare Minthorn who will take possession June 28. The present mgr., John G. Schepers, will remain with the new owner.

Lansburg, Mich.—The Breisch Elevtr. Co. of Lansing has begun construction on a new elevtr. to replace the Farmers Elevtr. which was destroyed by fire some time ago. Stavey Wert will act as local mgr. Mr. Ward King, who was mgr. of the Farmers Elevtr. Co. for several years, has accepted a position with the McLaughlin Ward Co. of Jackson.

MINNESOTA

Anoka, Minn.—V. C. Whinery sold his interest in the Anoka Feed Co.

Buffalo, Minn.—The Equity Elevtr. & Trading Co.'s new elevtr. is now open for business.

St. Charles, Minn.—The E. J. Forestell elevtr. has been purchased by John Small and James Barry.

Duluth, Minn.—Frank McCarthy of McCarthy Bros. Co. is convalescing from an operation performed recently.

Elmore, Minn.—A new office building will be added by the Farmers Elevtr. Co. The old office building is being converted into a display room.

Oklee, Minn.—We bought the Northland Elevtr. here on April 27 and will install a huller, scarifier, cleaner, and other machinery needed to convert it into a cleaning house.—H. Falardeau, Oklee Farmers Co-op. Elevtr. Co.

Duluth, Minn.—The following new members have been elected to membership in the Board of Trade: Hamilton Cook, Wm. Grettum, E. R. Balfour and F. L. Carey. Memberships transferred: R. M. Davies, A. L. Goodman, O. T. Newhouse, W. G. Philip and R. C. Schiller.

St. Paul, Minn.—Regarding report that elevtr. at Inver Grove on the Rock Island railway recently burned, we know nothing of this fire loss if one really occurred, as we are in no way interested, Inver Grove being about nine miles from here. So far as we know there was not and has not been an elevtr. at Inver Grove for some years.—Jameson Hevener Co.

Madison Lake, Minn.—E. W. Eaton has bought the Roemer feed mill here and is remodeling it and installing a 22-in. huller attrition mill driven direct by two 20-h.p. motors. Mr. Eaton was formerly mgr. of the Hadley Farmers Elevtr. Co. at Hadley and before leaving for this place the board of directors met at his home and presented him with a rocker upholstered in leather, and commended him on the satisfactory way he had conducted their business during his three years as mgr.

MINNEAPOLIS LETTER.

Bob Hanna, traveling representative of the Van Dusen-Harrington Co., died after a short illness.

James A. Leason, formerly with the Security Adjustment Co., is now representing the Brown Grain Co. in North Dakota.

The Hallet & Carey Co. will erect six concrete storage tanks in addition to its elevtr. which is nearing completion.

The Grain Shippers Ass'n met for the last time in the present crop year at a banquet at the Nicollet Hotel, June 3. The meeting was presided over by R. C. Woodworth, pres. of the Ass'n, and James A. Gould, secy.-treas. Fred W. Sargent, pres. of the North Western and Omaha railways, addressed the Ass'n on the subject of the development of inland waterways transportation from the viewpoint of the railways. He stated that in the long run freight can be hauled more economically by railroads than thru canals or canalized rivers, and that the apparent rate differences in favor of the waterways were made up out of the taxpayers' pockets. He argued that if the money spent on improving waterways was used to improve the roadbeds, terminals and equipment of the railroads, the reduction in rates would be astonishing. He also made the prophecy that, within the next ten years, if the railroads are not tied down by restrictive legislation, a substantial reduction in rates can be brought about by engineering and business skill.

Harold Anderson, general mgr. of the National Mfg. Co., Toledo, O., has bought a membership in the Chamber of Commerce.

Walter C. Poeher of the Pacific Grain Co. has closed out his interest in the grain trade and moved to California on account of the illness of his daughter.

The Board of Grain Appeals at Minneapolis and the Board of Grain Appeals at Duluth will meet in joint session at 10:00 a. m. on June 22, 1926, to establish grades of all grain subject to State inspection to be known as the "Minnesota Grades." The question of when it is advisable to have the new barley grades as established by the Sec'y of Agri. take effect in Minnesota will be taken up at this meeting, also the question of when to make the new flax grades effective.

MISSOURI

Sarcoxi, Mo.—W. J. Miller announces that the Farmers Elevtr. will be open only on Saturdays and Mondays.

Canton, Mo.—Work has started on the new warehouse of the Farmers Co-op. Ass'n. The building is 50x70 ft., of frame covered with galvanized iron, with a cement foundation.

Columbia, Mo.—Percy M. Klass of the Klass Commission Co. and B. L. Wright of Wright Bros. are entering the commission, hay and grain business. The building in which they will conduct their business is of fireproof construction, 150x150 ft., and is located at the Wabash Railroad.

Carrollton, Mo.—The elevtr., office building and outbuildings owned by the Seward Grain Co. of Hardin and leased to the Gorman Grain Co. were destroyed by fire on May 29. Fire originated in a pile of corn cobs ignited by sparks from the exhaust pipe of a gasoline engine. Loss is partially covered by insurance.—P. J. P.

KANSAS CITY LETTER.

L. J. Weaver has been appointed official registrar of the Missouri Grain Inspection Dept.

Samuel S. Carlisle and Simon Mayer have been elected to membership in the Board of Trade.

The reinforced concrete storage tanks being added to the plant of the Ismert-Hincke Mfg. Co. will be completed in time to take in new wheat when the movement commences. Capacity of the tanks totals about 300,000 bu.

C. R. Heaney, connected with the Commander Corp. Mills in Minneapolis, will be the mgr. of the Monarch Mfg. Co., the new unit of the Larabee Flour Mills Corp. This plant has a capacity of 1,800 bbls. and plans are being drawn for additions to the grain storage.

The Continental Export Co. is a branch of the Continental Grain Co. of Chicago and New York. Mr. Isaac of the Continental Grain Co. of New York is pres. and S. Mayer of Chicago, v. p. We expect to do an export business as well as a general grain business on this market.—S. S. Carlisle, mgr., Continental Export Co.

Suit has been filed against J. J. Wilson, former state grain inspector of Kansas, by the attorney general of Kansas, to recover grain inspection fees amounting to \$9,000. Mr. Wilson deposited the state funds in the Moran State Bank in his home town. The bank failed when he had \$12,032.01 on deposit. Since that time the bank has paid a 25% dividend amounting to \$3,008.

ST. JOSEPH LETTER.

A meeting of the St. Joseph Grain Club was held on May 25. J. W. Holloway, traffic mgr. of the Grain Exchange, made a talk on existing rate matters of special importance.

C. M. Replogle, formerly with Lathrop-Marshall Grain Co. of Kansas City, has applied for membership in the Grain Exchange on transfer of membership of the Gordon Grain Co.

Trans-Mississippi Grain Co., Omaha, Neb., has obtained a charter to buy, sell and deal in corn, wheat, oats and grain at St. Joseph; capital stock, \$50,000; officers, C. D. Sturtevant, pres.; A. P. Murtagh, secy., and R. E. Wiese, principal agt. This company recently leased the Buchanan Elevtr. here.

Michael C. Heald, partner with his son, Gordon E. Heald, in the Heald Grain Co., died May 28 at his home here. He had been ill about a month and died at the age of 71. Mr. Heald had been in the grain business almost 50 years, operating in northeastern Kansas. Burial will be at Lancaster, Kan.

A grain dealers' convention has been discussed but no definite action has been taken up to this time. If a convention is held the date would probably be about the middle of June.

ST. LOUIS LETTER.

Ross Livergood has resumed his former position with the Hunter Grain Co.

St. Louis, Mo.—The following new members have been elected to membership in the Merchants Exchange: Robert H. Shepherd, J. B. Taylor Grain Co.; and S. G. Stickney, Stickney-Denven Co. Memberships transferred: J. B. Taylor, Jr., and J. W. Beck.

St. Louis, Mo.—P. Val Kolb, who a year ago was elected vice-president and sales manager of the Provident Chemical Works, has now been elected general manager. D. L. Boyer, formerly ass't sales manager and well known as sec'y of the Missouri Grain Dealers Ass'n, was made sales manager. This year marks the 50th anniversary of the Provident Chemical Works.

St. Louis, Mo.—The Marshall Hall Grain Corp. has succeeded the Marshall Hall Grain Co. The new company will carry on the business of the old firm and has bought the Burlington elvtr., a plant of 1,400,000 bus. capacity. Extensive improvements on the elvtr. which will more than double the handling capacity are nearing completion. William T. Brooking is pres. of the new company; W. E. Hotchkiss, v. p., and J. C. Daugherty, sec'y-treas. The name of the Marshall Hall Mfg. Co. has been changed to the Hall Mfg. Co.

MONTANA

Laurel, Mont.—Albert Christie is the new head of the Laurel Flour Mill Co.

Ingomar, Mont.—The Eastern Montana Elvtr. Co. has succeeded the Yellowstone Elvtr. Co. here.—X.

Opheim, Mont.—We will erect a two-leg house of 35,000 bus. capacity to be completed in time to take care of the 1926 crop.—A. T. Olson, sec'y-treas., Farmers Elvtr. Co.

Great Falls, Mont.—James E. Patton, for the past two years local mgr. of the Quinn Shepherdson grain brokerage firm, and B. H. Kjosé, for the past three years mgr. of that company's Spokane house, have organized the Patton-Kjosé Co. to specialize in the handling of Montana milling wheat and eastern oats and corn. Mr. Patton will have charge of the office here and Mr. Kjosé will have charge of the Spokane office.

NEBRASKA

Bennett, Neb.—The F. M. Saum grain elvtr. was destroyed by fire.

Edholm, Neb.—The Edholm Grain Co. is building a new office adjoining its elvtr.

Arapahoe, Neb.—The Arapahoe Flour Mills Co. is installing a 180-h.p. Diesel Engine.

Richland, Neb.—Reisch Bros. are repairing and improving the driveway to their elvtr.

Gering, Neb.—The Lexington Mill & Elvtr. Co. will erect a new elvtr. of 30,000 bus. capacity on a new site.

Miller, Neb.—The Farmers Grain Co. incorporated; capital stock, \$10,000; incorporators, Henry Ehresman and others.

Sacramento, Neb.—O. E. Erickson and C. E. Lindstrom have moved an elvtr. to this place from Smithfield and are rebuilding it.

Omaha, Neb.—A. R. Roberts of the Roberts-Fuller Grain Co. is representing that company as a member of the Chicago Board of Trade.

West Point, Neb.—The property of the West Point Mill, valued at \$6,000, has been turned over to the creditors, the West Point National Bank.

Ansley, Neb.—The Ansley Grain & Livestock Co. incorporated; capital stock, \$25,000; incorporators, J. R. Rhodes, J. T. McGowan and John Springman.

Richland, Neb.—The Farmers Union Co-op. Ass'n is placing concrete floors in its coal bins and converting two of them into a warehouse, and lining the engine room with steel.

Crete, Neb.—Steve Skoil has succeeded J. G. Hutchinson as mgr. of the Crete Grain & Live Stock Ass'n. Mr. Hutchinson recently resigned to go on his dairy and poultry ranch.

Pleasanton, Neb.—The Farmers Grain Co., which also operates the stations at Rosalie and Miller, is dissolving and new companies are being incorporated here and at Miller.

Leshara, Neb.—The Duff Grain Co.'s elvtr. has been purchased by the Leshara Farmers Union Co-op. Ass'n to replace the building burned on May 26 after being struck by lightning. Loss about \$8,000, covered by insurance.

Omaha, Neb.—George A. Sammis, for many years with the Van Wickle Grain & Lbr. Co., and member of the Grain Exchange, died at his home here Saturday, May 22, aged 74 years. Mr. Sammis is survived by his widow. His body was taken to LeMars, Ia., for burial.

NEW ENGLAND

Faunton, Mass.—The Borden Grain Co. bought the warehouse formerly owned by Milot Bros.

Presque Isle, Me.—About \$30 in cash was stolen from the safe of E. W. Fernald, grain and seed merchant. The safe had been forced open.—S.

Bangor, Me.—A. H. Thaxter, aged 84, well known grain merchant who retired about three years ago, was found dead in his automobile in his garage recently. He leaves a widow.—S.

Boston, Mass.—Batchelder Mill incorporated under the laws of Massachusetts to buy, sell and deal in grain, cereals, flour, feeds, etc., and to manufacture foodstuffs, capital stock, \$50,000; incorporators, Herbert L. Hammond, West Roxbury; Harry N. Vaughn, Melrose; and Monroe J. Lorimer, Boston.

Conway, Mass.—Alvan Boice, who has operated a grist mill and warehouse for the past 25 years, has sold his interest in the Ben-Ford Co. of So. Deerfield, but will remain with the new owners as mgr. of the Conway branch. The machinery will be removed in order to make room for a more complete line of all kinds of grain, hay, straw and cement. The partners in the Ben-Ford Co. are W. E. Benjamin of Ashfield and Willis A. Ford of Springfield.

Springfield, Mass.—Charles C. Wilder, aged 56, formerly a grain merchant here, died June 1 at his home in Boston. Mr. Wilder was the son of the late John W. Wilder who was for many years senior partner in the firm of Wilder & Puffer, grain dealers, and who, after the dissolution of that firm conducted a business under his own name. Upon his death his son, Charles, succeeded to the business which he carried on for several years. About two years ago Mr. Wilder sold the business and removed to Boston where he had since made his home.

NEW MEXICO

Tolar, N. M.—I succeeded F. G. Forrest, deceased. I was for five years associated with Mr. Forrest in the hardware and grain business here.—C. A. Watkins.

NEW YORK

Syracuse, N. Y.—The old Hoffman Grain Elvtr. was damaged by fire on May 24 to the extent of \$10,000 when two mischievous boys set fire to the building.

Oswego, N. Y.—The grain drying plant to be erected in connection with the state elvtr. will cost about \$115,000. Reinforced concrete will be used in the construction.

New York, N. Y.—The regular ticket nominated for officers of the Produce Exchange is: B. H. Wunder, pres.; R. M. Morgan, v. p.; and Walter B. Pollock, treas. Managers for two years: C. Walton Andrus, Roger N. Black, Herbert L. Bodman, Frank A. Ferris, Jr., Richard L. Sweet and H. B. Worthen. For trustee of gratuity fund to serve full term, three years, John V. Jewell.

NORTH DAKOTA

Rawson, N. D.—The Farmers Elvtr. Co. has let contract for the installation of two 7½-h.p. E. H. J. Fairbanks-Morse motors in its house.

Ashley, N. D.—The Ashley Elvtr. Co. has been equipped with a Strong-Scott Dump. The installation was made by the Hickok Construction Co.

Wyndmere, N. D.—The Farmers Grain & Trading Co. has just installed a 24-inch attrition mill and two 20-h.p. electric motors to drive same.

Munster (New Rockford p. o.), N. D.—The Munster Equity Elvtr. Co. has just installed a dump as well as making some other repairs to its elvtr.

Guthrie, N. D.—The elvtr. belonging to the Atlantic Elvtr. Co., of Minneapolis, was destroyed by fire on May 24 together with 15,000 bus. of grain.

Milo, N. D.—The Farmers Elvtr. Co. is having its house repaired and installing a Richardson Scale, Gerber Distributor and Fairbanks-Morse Engine.

Harwood, N. D.—Mr. Scott, mgr. of the Farmers Elvtr. Co. at Chaffee, has purchased the elvtr. of the Harwood Grain Co. and will take possession July 1.

Burnstad, N. D.—The Logan Grain Co. incorporated; capital stock, \$25,000; incorporators, H. W. Reed, M. F. Walsh, both of Carrington, and W. E. Cummings of Fargo.

Cleveland, N. D.—Theo. J. Schweitzer, mgr. of the Farmers Co-op. Ass'n, has resigned his position and is succeeded by Mr. Schneider who was his ass't in the elvtr.

Max, N. D.—The Equity Farmers Grain Elvtr. Co. has just purchased the elvtr. of the Max Grain Co. Repair work will be done on both elvtrs. and a 4-unit cleaner installed.

Arnegard, N. D.—H. P. Larson of Antelope, Mont., is the new mgr. of the Farmers Elvtr. Co. The company's new plant will be ready for operation when the grain season opens.

Underwood, N. D.—The Farmers Elvtr. & Mercantile Co. has been making improvements to its plant, building an annex of 30,000 bus. capacity, and installing a 5-unit cleaner.

Fullerton, N. D.—F. O. Philips, mgr. of the Fullerton Equity Elvtr. Co., has resigned his position, to take effect July 1. J. R. Ulmer, who has been ass't mgr. for six years, will succeed Mr. Philips.

Mooreton, N. D.—Leo Hammel, formerly mgr. of the Farmers Elvtr. Co., Lynchburg Station (Durbin p. o.), has purchased the elvtr. of the Barney Grain Co. He will assume charge of the elvtr. about July 20.

Palermo, N. D.—Mail addressed to Phil McArdle, mgr. of the Palermo Elvtr. Co., has been returned marked "Moved, Left No Address." The elvtr. of this company was destroyed by fire several months ago.

Max, N. D.—Tim Stafslsen, former buyer with the Max Grain Co., will open a business in what is known as the Hunt Elvtr., owned by Riebe & Riebe of Minot. Repair work is being done on the elvtr. and a dump is being installed.

Grand Forks, N. D.—New members to the Farmers Grain Dealers Ass'n are as follows: Carrington Grain Co., Carrington, N. D.; Chasley Grain Co., Chasley, N. D.; H. M. Hanson, Ind., Grafton, N. D., and J. Whelan Elvtr., St. Thomas, N. D.

Wyndmere, N. D.—At a recent meeting here of the North Dakota Farmers Grain Dealers Ass'n it was resolved "That we favor an increase in handling and storage charges, and also that it be made compulsory to charge storage. That the storage tickets be terminated once a year in order that there may be no question as to liability on the part of bondsmen. That we favor the abolishment of the outlying sampling points."

OHIO

Defiance, O.—We will do some repainting on our elvtrs.—A. W. Roehrig, Farmers Co-op. Grain Co.

Killeville, O.—Fred Kile & Sons are installing new elvtrs. furnished by the Sidney Grain Machinery Co.

Millersport, O.—I have sold my hay and grain business to Wm. Zollinger who will be in charge after July 1.—C. A. Swisher.

Washington, O.—The Fayette Grain Co., whose plant burned several months ago, has filed a petition in bankruptcy.



Loading Spouts

Grain Spouting

Immediate Shipment

American Machinery & Supply Co.
Omaha, Nebr.

Howe Scales Kewanee Dumps

Rocky Ridge, O.—The Ottawa County Co-op. Co., which also operates elvtrs. at Graytown and at Curtice, will go out of business.

Mason, O.—The entire mill property of the Mason Mfg. Co. will be sold at public auction June 15. It is now idle.—H. Littell.

Bowling Green, O.—Royce-Coon Grain & Seed Co. is installing new cleaner and elvtrs. furnished by Sidney Grain Machinery Co.

Tiffin, O.—Sneath-Cunningham Co. has purchased new cleaners, elvtrs. and other equipment from the Sidney Grain Machinery Co.

Wooster, O.—The Wooster Mfg. & Grain Co. is owned solely by A. G. Smith.—E. E. Middleton, sec'y-treas., Wooster Mfg. & Grain Co.

Genoa, O.—The Farmers Elvtr. Co. changed motors in its plant because of a change of the current from a 25-cycle current to a 60-cycle.

Hamler, O.—W. H. Kemmerer of Centerburg has been elected to the management of the Farmers Elvtr. Co., succeeding A. W. Roehrig.

Kettlersville, O.—Walter Loy has succeeded Fred Schaffer as mgr. of the Lock Two Grain & Mfg. Co. here. Mr. Schaffer has taken charge of the company's plant at New Bremen.

Kingston, O.—The Snyder & Immel Elvtr. Co. has let contract to the Sidney Grain Machinery Co. for complete machinery and equipment for its elvtr. which was recently damaged by fire.

New Bremen, O.—Fred Schaffer succeeds George McConnell as mgr. of the Lock Two Grain & Mfg. Co. Mr. Schaffer was formerly mgr. of the Kettlersville branch of the company.

Payne, O.—The Brady Bros. elvtr. was destroyed by fire which started in the engine room. The elvtr. contained thousands of bushels of wheat, oats and corn. Loss, \$30,000.

Defiance, O.—The three elvtrs. owned by the Farmers Co-op. Co. are now under the management of A. W. Roehrig. Mr. Roehrig was formerly mgr. of the Hamler Co-op. Grain Co. at Hamler.

Buchwalter (Jeffersonville p. o.), O.—The Sedalia Grain & Lbr. Co. has let contract for complete machinery and equipment to be installed in its plant to the Sidney Grain Machinery Co.

Cincinnati, O.—The Grain & Hay Exchange has begun the issuance of a daily market report giving quotations on grain, seeds, feeds and meals and live stock, the inspections, and comment on the grain market, and the news of the day in brief.

Toledo, O.—The Webber Mfg. Co. has been organized to take over the business of the Lake Erie Mfg. Co. which recently failed after a severe fire loss. Harold Webber and George Forrester are interested in the company. Mr. Forrester will manage the business.

Sidney, O.—Our 28th annual spring meeting will be held in the rooms of the Retail Merchants Ass'n on Thursday, June 17, at one o'clock p. m. This will be primarily a social session. A splendid time and place to renew old friendships and make some new ones.—E. S. Sheets, pres., E. T. Custerbender, sec'y, Miami Valley Grain Dealers Ass'n.

OKLAHOMA

Fond Creek, Okla.—The Farmers Elvtr. Co. is building a new office building.

Enid, Okla.—The plant of the Enid Terminal Elvtr. Co. will be completed on June 15.

Hinton, Okla.—I have purchased the Chickasha Mfg. Co.'s elvtr. here.—G. H. Snyder.

Pawhuska, Okla.—The Pawhuska Feed Co. has succeeded the Harris Bros. Grain Co.—X.

Fargo, Okla.—The Farmers Grain & Supply Co. has increased its capital stock from \$10,000 to \$40,000.

Oklahoma City, Okla.—C. H. McKeller has joined the staff of the Stowers Grain Co. He was formerly connected with the Acme Mfg. Co.

Mountain View, Okla.—We have enlarged our plant and are installing new machinery. J. R. Patten has built a new warehouse here.—R. L. Gigaux, Chickasha Mfg. Co.

Enid, Okla.—C. L. Lockwood, who for the past four years has been traffic mgr. of the Southwest Wheat Growers Ass'n, has resigned and will engage in business for himself. He will remain in Enid and will be employed in commercial council work, handling all matters pertaining to transportation, such as transit claims, rate adjustments and hearings before the interstate commerce commission and all other state commissions.

Oklahoma City, Okla.—F. G. Olson, formerly gen. mgr. of the Sun Grain & Export Co., but more recently connected with the Southwestern Cotton Oil Co., is affiliating with the Mid-State Grain Co. in the capacity of ass't mgr. in charge of the grain dept.

Grandfield, Okla.—The Farmers Co-op. Elvtr. Co. at its recent meeting elected the following officers: A. C. Potts, pres.; S. C. Hasenmyer, v. p.; R. A. Morton, sec'y-treas.; and J. M. Huffington and A. J. Rasmusson, directors. E. R. Day has been employed as mgr.

Keyes (Boise City p. o.), Okla.—The elvtr. being built by S. L. Gamble of Elkhart and the L. H. Petit Grain Co. of Hutchinson will be finished by the 20th. It will have a capacity of 12,000 bus. A 5-bu. Richardson Automatic Scale, a 10-h.p. engine, and a wagon and truck dump will be installed and will be operated as the Farmers Elvtr. Co.

Enid, Okla.—Grain firms now occupy the entire sixth floor of the American National Bank Bldg. Companies on this floor include: Feunquay Grain Co., John Henry Grain Co., Randle-Williams Grain Co., Hall Baker Co., J. E. Bennett & Co., Ferguson-Shircliff Grain Co., Goltz Grain Co., C. H. Cox Grain Co., E. R. Humphrey Grain Co., Davis-Noland-Merrill Grain Co., Henry Bird Grain Co., and the Enid Board of Trade. Two wires are on the floor connecting the firms with the larger grain centers of the United States. Other firms are negotiating for offices in this city.

Guthrie, Okla.—The Logan County Mill & Grain Co. has been awarded possession of the plants of the Gresham Flour Mills Corp. and the Sun Grain & Export Co. The award was made by the District Court on application of the State Banking Board which had come in possession of the property through failure of a Guthrie bank. The court awarded Frank S. Gresham, pres. of the two companies, his personal property that was attached to the plants. Title to the property is still clouded by state and federal tax claims totaling about \$50,000. It was sold by the banking board for \$15,000.

OREGON

Portland, Ore.—T. Shmasaki is in charge of the office of Suzuki & Co. here.

Adams, Ore.—Frank Curl & Son plan the erection of an elvtr. to be completed by harvest time.

Havana (Adams p. o.), Ore.—The Elmer McCormack elvtr. is being enlarged to handle bulk wheat.

Adams, Ore.—L. L. Rogers is making some improvements in his elvtr. to facilitate the movement of bulk grain.

Imbler, Ore.—The warehouse of J. Blackington, the warehouse of F. N. Martin, and the Imbler-Union Co.'s elvtr. were destroyed by fire on May 29. The elvtr. contained about 30,000 bus. of grain and the loss to the Imbler-Union Co. is about \$45,000. The loss of the two warehouses and contents is estimated at \$10,000.

Pendleton, Ore.—A grain inspection station will be opened here between the 20th and 25th of June to be open until the end of the heavy shipping season. Cars will be held at Rieth for inspection and returns should be in Portland several days ahead of the arrival of cars. C. E. Cullen, for the past three years connected with the Portland office, will be in charge.

Portland, Ore.—The Merchants Exchange has adopted the following rules on deliveries, superseding its prior ruling of several months ago: It is recommended that in all cases returns be made as early as possible. Mills and members operating as dock receivers shall make returns on grain deliveries within 20 days, the date on the inspection certificate to determine. Members of the next position are allowed not to exceed five days, in each case, to make returns. Sundays and holidays shall not count in the time estimates. In the event of a delay in the making of returns beyond the time limits hereby fixed, it shall be the duty of the shipper to notify the party of the next part of the delinquency, such notice to be in writing. Thereupon, such notice having been given, the returns shall be made within three days of the receipt of such notice. If the returns are not so made, there shall be a penalty fixed upon the party or parties delinquent of one dollar per day per car, continuously, until returns are made, the penalty to be part in its amount of the returns. Any member shall have the right of appeal in an unusual case or cases to the Grain Com'te, which Com'te shall have power to act finally upon such appeals in any or all of its details.

Blakeley (Adams p. o.), Ore.—S. R. Thompson, who recently bought the Pacific Coast Elvtr. Co.'s elvtr., is planning on putting in bulk equipment in order to take care of the additional amount of grain bulked at this point.

PENNSYLVANIA

Edinburg, Pa.—The flour mill of J. F. Cole was destroyed by fire. Loss, \$18,000, partially covered by insurance.

Tyrone, Pa.—The mill of M. A. Chaswood was destroyed by fire on May 27. A gasoline tank truck was struck by an electric car, causing the contents to run into the millrace, and in some unknown manner the gas was ignited causing the fire.

SOUTH DAKOTA

Rutland, S. D.—The Farmers Elvtr. Co. has put lightning rods on its elvtr.—G. J. Graff.

Crandall, S. D.—P. G. Miller has succeeded O. T. Strandness as mgr. of the Farmers Elvtr. Co. here.

Dahlberg Siding (Veblen p. o.), S. D.—The Farmers Elvtr. Co. will dispose of its elvtr. at this point.

Fairfax, S. D.—The Fairfax Mfg. Co. suffered a \$25,000 loss by fire. About 1,000 bus. of wheat were stored in the mill.

Timber Lake, S. D.—Lightning struck the elvtr. of the Hoover Grain Co. on May 30 and slightly damaged the cupola.

Florence, S. D.—L. J. Nickolson, formerly of Crocker, is now mgr. for the Great Western Grain Co. here.—Great Western Grain Co.

Redfield, S. D.—W. C. Berry has taken over the management of the Farmers Elvtr. Co. here. He was formerly ass't mgr. at Willow Lake.

Ipswich, S. D.—Walter R. Koschke of Bloomington, Wis., has succeeded H. R. Hasvold as mgr. of the Farmers Equity Elvtr. Co.—H. A. Stevens.

Newark, S. D.—We will make some minor improvements to our plant, such as painting and repairing the elvtr. spouts.—Newark Farmers Elvtr. Co.

Webster, S. D.—The elvtr. and equipment of the Webster Mill Co. was purchased by Frank Block of Grenville. The elvtr. will be torn down and removed.

Howard, S. D.—The Farmers Elvtr. Co. has been declared bankrupt and Carl Erickson, mgr. of the company, has moved to Colton where he will conduct a farm implement business.

Aberdeen, S. D.—The Aberdeen district of the Farmers Elvtr. Ass'n was organized here. The following officers were elected: Frank Kurth, Leola, pres.; T. A. Overby, Aberdeen, v. p.; and C. G. Anderson, Aberdeen, sec'y.

Baltic, S. D.—A Sioux Falls district of the Farmers Elvtr. Ass'n was formed here at a meeting of stockholders, directors and mgrs. of farmers' elvtrs. John Meylink, Rowena, was elected pres. and A. C. Wettestad, Colton, sec'y-treas.

Bryant, S. D.—G. M. Thompson, mgr. of the Farmers Elvtr. at Vienna, has bought the elvtr. here owned by Harry Stearns and will remodel and operate same. Mr. Stearns will devote his time as representative for the Frazer-Smith Co. in South Dakota.

Watertown, S. D.—A temporary organization of a district group of the South Dakota Ass'n of Farmers Elvtr. Companies was accomplished here. B. L. Ewing of Doland was elected pres.; N. W. Smith, Thomas, v. p.; and M. R. Otter, Garden City, sec'y-treas.

SOUTHEAST

Talcott, W. Va.—Mail addressed to E. B. Smith, whose elvtr. burned recently, has been returned unclaimed.

Decatur, Ala.—The Decatur Mill & Elvtr. Co. is installing new equipment which will increase its capacity to 20 tons per day.

TENNESSEE

Knoxville, Tenn.—J. S. Adcock, aged 58, owner of the J. S. Adcock Co., died here recently. His widow, one son and one daughter survive.

TEXAS

Fort Worth, Tex.—The Priddy-Maer Elvtr. Co. will liquidate its business.

Dallas, Tex.—Jenison Grain Co. closed its office here on June 1.—Leslie Jenison.

Denton, Tex.—A new brick office structure has just been completed by the Denton Mfg. Co.

Fort Worth, Tex.—The Bewley Mills have been granted a permit to construct a \$7,000 addition.

Fort Worth, Tex.—The Tillery Grain & Commission Co. is moving its offices to the Neil P. Anderson Bldg.

San Juan, Tex.—The Community Grain Co. has been sold by T. E. Hopkins of Damon, Tex., to Kinch Hillyer of Houston.

Amarillo, Tex.—The Tillery Grain & Commission Co. of Ft. Worth will open a branch office here between June 10 and 15.

Denton, Tex.—We are replacing our wooden warehouse with a 40x140 ft. ironclad structure. —John Alexander, Alliance Mfg. Co.

Goree, Tex.—Thieves broke into the office of the Goree Grain Elevator Co., took an adding machine, and did considerable damage to the safe.

Miami, Tex.—The Kearns Grain & Seed Co. bought the elevator owned by Lester Stone & Co. —John Schaffer, mgr., U. S. Strader Grain Co.

Houston, Tex.—George S. Colby, supt. of the municipal port elevator, has announced the appointment of W. L. Fellrath of New Orleans as ass't supt.

Friona, Tex.—We contemplate installing grain driers, grain cleaner, moisture tester, and smut remover in our plant. —B. R. Gischler, John Gischler & Son.

Crowell, Tex.—We have installed a Kewanee Air Dump in our elevator here and a 10-h.p. Fairbanks-Morse Engine at Ford City. —T. L. Hughston Grain Co.

Longview, Tex.—Ed Nelson, for many years engaged in the hay and grain business here, has accepted a position with the East Texas Hay & Grain Co. He succeeds M. J. Garcia.

Commerce, Tex.—We have bought the old Commerce Mfg. & Grain Co.'s property and are operating a feed mill in same. We manufacture dairy and poultry feed, corn meal, etc., but no flour. We have only grain elevators here. —Thomas Grain & Coal Co.

Port Arthur, Tex.—An increase of one-half million bushels in the elevator capacity of Port Arthur, should a good grain export movement develop, was considered at a meeting of the stockholders of the Kansas City Southern Ry. at Kansas City on May 11.

Ft. Worth, Tex.—A suit filed in 1915 by the Fort Worth Grain Elevator Co. against the Occidental Fire Ins. Co. to collect insurance on a grain elevator destroyed by fire on Oct. 27, 1914, has gone to trial. The case has been up to the Supreme Court and was reversed.

Houston, Tex.—I have just completed a new hay warehouse 100x110x20 ft. to replace the one burned several months ago. It is an iron clad, frame structure on a private spur of the S. P. R. R. The equipment includes an electric hay stacker. —E. C. Downman, E. C. Downman Grain & Hay Co.

Fort Worth, Tex.—F. A. Bailey, mgr. and owner of the Paris Fuel Co., Paris, Tex., announces the opening of the main office in Ft. Worth. The original company, known as Paris Fuel Co., will maintain offices at Paris, and the Ft. Worth office is operating under the name of F. A. Bailey Grain Co. John Davitte is mgr.

Fort Worth, Tex.—The Fort Worth Grain Club held its semi-annual stag party on June 5, at Young Davitte's camp. Beans and ham and barbecue were plentiful, and the party lasted well into the night. Never was "Sweet Adeline" sung sweeter than when the 100 men present joined in its rendition. Young Davitte was voted supreme among hosts.

Dallas, Tex.—The concrete 500,000-bu. elevator of Perry Burrus Elevators, Inc., has been completed and is ready to take active part in handling the immense crop of the southwest this year. Mr. Platt is supt. The elevator is being operated by J. C. Crouch Grain Co. There is no grounds to the rumor about another company being formed to launch a similar enterprise. —J. C. Crouch.

Houston, Tex.—For shipment thru Houston during the last 10 days of July 1,000,000 bus. of grain have been booked on 9 boats, and as the new public elevator has only one berth for boats the Port Commission is considering the question of providing additional berthing space for boats to load, which will necessitate the construction of shipping galleries. The steamship agents insist that more berthing space is necessary.

Waco, Tex.—Eugene Early, aged 77 years, died at his home here June 5. Mr. Early was widely known in Texas grain circles, being at one time pres. of the Texas Grain Dealers Ass'n.

UTAH

Levan, Utah.—The Levan Mill & Elevator Co. is now operated under the name of Levan Ridge Mill & Elevator Co.

WASHINGTON

Spokane, Wash.—The capital stock of the Boyd-Conlee Co. has been increased to \$150,000.

Silvana, Wash.—The Silvana Trading Union will build a larger feed manufacturing mill to give space for bulk wheat, corn, oats and barley.

Yakima, Wash.—The grain business of Cardle Bros., A. L. and John Cardle, has been purchased by the Monte Cristo Feed Co., Mrs. Gertrude Wehr and associates.

Snake River, Wash.—The Northwestern Dock & Elevator Co. plans to enlarge its warehouse with a 50x100 ft. addition. The elevator at Burcan, owned by the Burcan Elevator Co. of Kalotus, has not been operated for two years. —X.

Seattle, Wash.—S. Yamanaka, who for the past ten years has been connected with the New York office of Mitsui & Co., will succeed K. Shibagaki as manager of that company here. Mr. Shibagaki is returning to the head office in Japan.

Harrington, Wash.—The Kessler-Perkins Grain Co. will begin the construction of a modern warehouse that will cost approximately \$10,000. This company's old elevator was recently bought by the Quincy Farmers Elevator Co. of Quincy and moved to that city.

Seattle, Wash.—J. S. King, formerly with Strauss & Co. and latterly with H. D. Gee & Co. of Seattle, has formed a partnership with E. B. Danforth, formerly with the Sperry Flour Co., under the name of the King Grain Co. Mr. King is in charge of this office while Mr. Danforth will be in charge of the branch office at Spokane.

WISCONSIN

Hollandale, Wis.—N. E. Demuth is planning to erect a feed mill and warehouse.

Amery, Wis.—I have sold my plant to Fred Route. He will take possession July 1. —Otto Egeberg.

Columbia, Wis.—The Columbia Mills, owned by the Schaefer Mfg. Co., have been purchased by John Weber, Jr., of Cedarburg.

Greenfield, Wis.—Smith Mfg. Co. incorporated; capital stock, \$150,000; incorporators, S. M. Smith, Herbert H. Smith and E. Smith.

MILWAUKEE LETTER.

L. W. Gifford, of the Gifford Grain Co., Cedar Rapids, Ia., and E. P. Wheeler of the Crown Elevator Co., Minneapolis, have been admitted to membership in the Chamber of Commerce.

We are indebted to H. A. Plumb for copy of the 68th annual report of the Chamber of Commerce, containing list of members, reports of the various departments, list of fees charged for inspection, and statistics regarding the movement of flour and grain.

The fees for supervision of weighing grain out of the elevators at Milwaukee have been increased by the board of directors, effective June 1. Commencing on that date the charge for supervision of weighing of grain from elevators, to cars is 75c per carload, and from elevators, to vessels, 20c per 1,000 bus. or part thereof. No change was made in the charge for supervision of the weight of grain received and unloaded here.

Should a member of the Chamber of Commerce who is delinquent in the matter of his membership assessment continue to enjoy the benefits of membership, including the members' rates of commission, is a question which the Board of Directors has answered in the negative. The Board has accordingly instructed the Committee on Rules to prepare and submit an amendment to provide that if any member does not pay the assessment within thirty days after it becomes due and payable, his right to participate in the members' rates of commission shall be suspended, and shall be restored only when the assessment is paid.

WYOMING

Laramie, Wyo.—The plant of the Holley Mill & Elevator Co. has been leased by the Gem City Grocery Co. which will start operation at once. Sam Klingens will supervise the plant.

Resisting Invasion of Corn Borer.

Canadian and U. S. officials met at Chicago on June 3 to plan increases in their quarantine forces to check the destructive work of the European corn borer which is headed for the heart of the corn belt, having spread to within 25 miles of the Indiana line last year.

Dean C. F. Curtiss of the Iowa State College, chairman of the National Corn Borer Committee, brands the pest as probably the most serious menace that ever threatened the prosperity of American agriculture.

Expert entomologists showed that its ravages have spread so rapidly that they now cover 15,000 sq. miles in Canada and about 30,000 in the U. S.

Federal aid was invited in a resolution urging federal and state appropriations.

Ohio entomologists have hunted the secret of the elimination of the pest for several years past, and while they have learned much and many of its habits and characteristics, as scientists, they are not ready to acclaim their findings. Corn borer experiments are carried on at the farm and in the field, thruout Ohio each station being completely equipped with all paraphernalia to make the closest observations.

Canada, as well as other countries, has lately amended quarantine regulations to restrict the importation of corn, broom corn, sorghums and sudan grass, from these infected areas of the United States.

Philadelphia, Pa.—Reducing the time for mixing and baking bread to fifty-two minutes from the usual baker or housewife time of three to five hours, is the accomplishment of Prof. B. W. Dedrick, head of the milling engineering division of the School of Engineering at the Pennsylvania State College.

Kansas Needs More Storage at Country Stations.

J. C. Mohler, sec'y of the Kansas State Board of Agriculture, says that the farmer have not sufficient bin room. In his comment on the situation he says:

The only census of farm wheat storage capacity ever taken in Kansas so far as I know was made in March of 1923. At that time it was shown that there was sufficient bin room to store 161,165,000 bushels of small grain for farmers' bins.

On the face of it this would seem to be sufficient for any ordinary wheat crop produced in Kansas. An actual analysis of the situation reveals that in many respects this capacity is wholly inadequate. In addition to the winter wheat crop, Kansas farms produce annually from 60,000,000 to 90,000,000 bus. of other small grains that require more or less storage capacity throughout the year. These are principally oats, barley, kafir, milo, feterita, rye and flax. Some of these grains require storage at the same time with wheat.

The principal trouble with our farm storage is that it is not well distributed in comparison with areas of wheat production. In the eastern and north central counties it seems on the whole to be adequate to general farm needs. In the rest of the state the records show that farm bin room is not sufficient to store even the wheat alone from a crop such as is in prospect this season. In many counties of the southwest, where recent years have witnessed large increases in wheat acreage, there is no sufficient bin room to store even half of the wheat produced in a good year.

It is true that newer methods of harvesting wheat relieves the situation in many western counties. Combine wheat usually moves directly from the field to the local elevator and thence to cars and on to the market. Storing of combined wheat on the farm has so far proved rather unsatisfactory, unless the farm is equipped with its own elevator for moving the grain during the period of sweat. It may be assumed that the bulk of combined wheat requires no farm storage. This method of harvesting does tend to congest the movement of wheat to market. Unless the producer is prepared to pay elevator storage, or provide elevator storage on his farm, he must sell his combine wheat direct from the field.

Dust Collector for Car Dumper.

During the flow of grain from a car into the receiving hopper considerable dust escapes, when the car is tilted, creating an unfavorable atmosphere for the employees and adding to the dust explosion hazard.

To obviate these objections Henry Richardson, inventor of a car dumper and well known as the inventor of the Richardson Automatic Scale, has invented a dust gathering device, for which he has been granted letters patent, No. 1,576,360.

The invention is shown in the engraving herewith applied to a car which is caused to tilt first laterally and then endwise, but it may be used with other equivalent types of unloaders. In the engraving, 1, is the receiving hopper, 2 is the opening in the bottom thru which the grain passes to the conveyor belt. The portion, 3, extends toward the bridge of the unloader, and this portion of the hopper forms a lip, 4, which is curved to conform substantially with the surface of a cone, the axis of which is coincident with the transverse axis about which the bridge tilts endwise when tilted laterally. The ends, top and rear side of the hopper are covered with sheet metal to form a dust-tight closure. Part of the closure is provided by the apron, 7, which directs the grain flowing from the car into the hopper.

The peripheral portion, 9, of the apron telescopes within the portion, 3, of the relatively stationary receiving hopper. A pair of rigid arms, 10, are fixed at their lower ends to the bridge, and extend upwards, allowing sufficient clearance for the car, the space between the car, placed in position, and the arms being closed by a pair of guards, 11, which are movable with the car when it is tilted laterally into the position shown in the engraving.

The arms, 10, also carry a shield, 24, which is flat and has an opening, 25, communicating with an opening, 6, in the hopper. The shield is swung away from the receiving hopper when the bridge is in its normal or operative position; but when the bridge has reached the limit of its tilting movement toward the receiving hopper it will form a close fit with the opposed side of the hopper.

Air within the hopper is drawn by exhausters, 29, and blown with the dust thru conduits into the dust separators, 33, the spouts, 35, returning the dust to the grain, avoiding loss in weight.

The opening in the shield and the space provided between the plates, 11, are sufficiently large to afford free access to the door opening in the side of the car and to enable grain deflectors or other desired apparatus to be

introduced into the car or car door opening, as well as to provide ample space to accommodate the door opener and its operating means and the operating means for the closure comprising the plates 11 and 12. The openings in the shield and between the plates 11 and 12 moreover are of sufficient size to permit air to flow freely from the hopper into the car to take the place of the grain discharging therefrom and to allow dust-laden air to be removed from the car by the suction of the exhausters and passed onto the dust separators or collectors for the removal of the dust therefrom.

Adulteration and Misbranding.

Rule-Jayton Cotton Oil Co., Stamford, Tex., consigned quantities of cottonseed cake into Kansas under the name of the Stamford Cotton Oil Mill, which federal authorities claimed deficient in protein, deficient in fat, and excessive in fiber, respectively. A \$25 fine was imposed Oct. 12, 1925.

Chapman-Doake Co., Decatur, Ill., shipped quantities of hominy feed into Indiana which the federal authorities allege was adulterated and misbranded. Adulteration was charged because the product contained ground corn and corn feed meal. Misbranding was charged because the product was deficient in both protein and fat. The court imposed a \$100 fine Jan. 4, 1926.

Chickasha Cotton Oil Co., Chickasha, Okla., shipped into Colorado 50 sacks of cottonseed cake and 185 sacks of cottonseed meal alleged to be misbranded for deficient protein content, according to the U. S. attorney for the District of Colorado. The Grayco Mfg. Co., Sherman, Tex., appeared as claimant on Dec. 11, 1925, and the product ordered released upon payment of costs of proceedings and the execution of a \$400 bond.

Dixie Cotton Oil Mill, Little Rock, Ark., shipped 80 sacks of cottonseed meal into Ohio which were misbranded because of deficient protein content, according to federal allegations. The Condit Farmers Co-op. Co., Centerville, Ohio, appeared as claimant Nov. 23, 1925. The court imposed a fine of costs and the execution of a \$500 bond, providing further that the product be relabeled to the satisfaction of the department of agriculture.

Cathie & Fitch, San Francisco, shipped 300 sacks of rice bran to Washington which federal authorities allege were adulterated and misbranded, there appearing to be an excess of mineral matter and a deficiency of fat and protein. W. F. Jahn & Co., Seattle, Wash., appeared as claimant Sept. 3, 1925. The court imposed a fine of costs and the execution of a \$750 bond, the bond to be continued to insure that the product be disposed of in accordance with law and the directions of the department of agriculture.

YOU can get CARS

if you proceed properly in filing your order and follow it up persistently, earnestly and stubbornly with duplicating Car order blanks.

These formal orders give the station agent a feeling of responsibility, and often bring cars when verbal orders fail. By keeping a carbon copy of each order for cars would-be shipper has a complete record of all efforts to obtain cars—a certain proof in case of unreasonable delay by the railroad company.

CAR ORDER BLANKS are bound in book form. Each book contains 50 originals, 50 duplicates and 3 sheets of carbon. The originals are machine perforated so may be readily torn out, while the duplicate remains in the book.

If you wish station agent to heed promptly your orders for cars use Form 222 C. O., Price 75 cts.

Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

- " B—Loss in Market Value Due to Delay in Transit.
- " C—Loss in Quality Due to Delay in Transit.
- " D—Loss in Market Value Due to Delay in Furnishing Cars.
- " E—Overcharge in Freight or Weight.

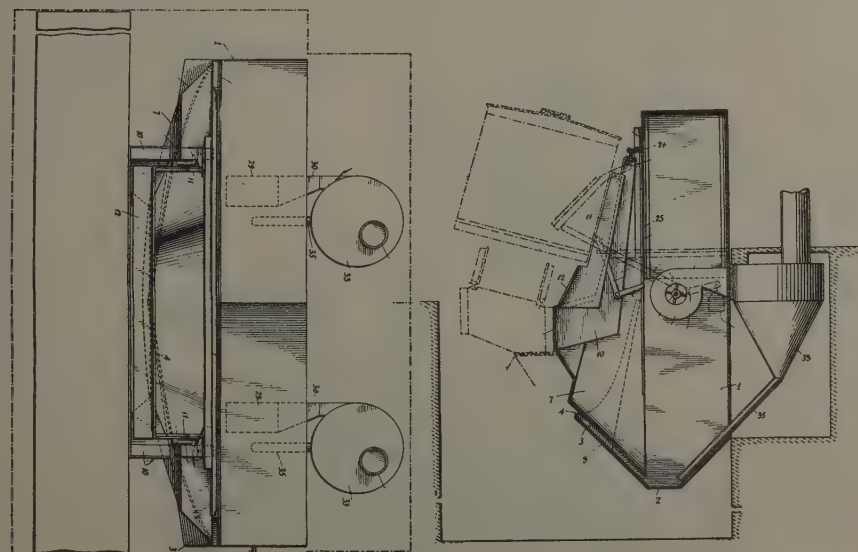
These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

- 411-A contains 100 sets all Form A. Price, \$2.00.
- 411-B contains 100 sets all Form E. Price, \$2.00.
- 411-C contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

Grain Dealers Journal

309 South La Salle St. Chicago, Ill.



Dust Collector for Car Dumper.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. R. I. & P. supplement No. 14 to 10389-I, I. C. C. No. C-11361, cancels supplement No. 9 and further postpones the effective date of supplement 3 from June 1 to Sept. 1.

E. B. Boyd, agt. Western Trunk Lines, supplement No. 8 to Circular No. 1-S, I. C. C. No. A-1644, effective July 1, cancels supplements Nos. 6 and 7, and makes numerous reductions.

Erie tariff No. 155-H, I. C. C. No. A-6677, cancels tariff No. 155-G, effective June 15. Numerous advances and reductions are noted on local, joint and proportional rates applying on grain, grain products and by-products.

C. R. I. & P. supplement No. 39 to 22000-H, supplement No. 8 to I. C. C. No. C-11168, effective June 1, cancels supplement No. 29 and further postpones portions of supplements of supplements Nos. 19 and 21 until Sept. 1.

C. R. I. & P. supplement No. 25 to 31408-C, supplement No. 25 to I. C. C. No. C-11066, cancels supplement No. 24, effective July 1, schedules reductions in the rates to certain Arkansas points heretofore conceded to Memphis alone.

C. R. I. & P. supplement No. 9 to 23405-F, I. C. C. No. C-11358, cancels supplement No. 6, effective July 1, on local, joint and proportional rates on hay, straw and corn husks, etc. A reduction is noted from points in Okla. Group 2.

C. R. I. & P. supplement No. 37 to 22000-H, No. 31 to Ill. C. C. No. 399, cancels supplement No. 27 and further suspends the effective date of supplement No. 18 from May 21 to June 21. This supplement applies on Illinois intrastate traffic only.

C. & E. I. supplement 5 to tariff 615, I. C. C. No. 88, cancels supplement No. 4, effective June 15, and schedules reductions on grain and grain products from stations on the line to points in Ind., Mich. and Ohio, particularly Lincoln Fields, Ill.

Ill. Cent. supplement 65 to 1537-G, supplement No. 64 to Ill. C. C. No. A-748, cancels supplements Nos. 43 and 60, effective May 20, and withdraws and cancels the advanced and reduced rates on cotton seed products and articles taking the same rates as shown.

Ill. Cent. supplement No. 37 to 601-J, I. C. C. No. A-10025, cancels supplement No. 28, effective June 1, and further postpones the effective date of rates in supplement No. 23 on page 6 thereof, all provisions shown in connection with Station Index Nos. 3163 to 3170, incl., until Sept. 1.

C. R. I. & P. supplement No. 38 to 22000-H, supplement No. 35 to I. C. C. No. C-11168, cancels supplement No. 36, effective June 25. A reduction is made in the minimum weight on flax seed from and to South Dakota stations to 30,000 lbs. Other reductions concern Iowa City, Ia.

Ill. Cent. supplement 64 to 1537-G, supplement No. 63 to Ill. C. C. No. A-748, cancels supplement No. 56, and re-suspends the effective date on Illinois intrastate traffic of rates on grain and grain products and articles taking same rates, as provided therein, insofar as creating advances, until June 21.

In I. & S. No. 2660, the I. C. C. has sus-

pended until Aug. 29 schedules published in supplement No. 3 to Circular 1-S to E. B. Boyd, agt. Western Trunk Lines, I. C. C. A-1644, supplement 43 to Leland's I. C. C. 1663, and many other tariffs issued by individual carriers. A general readjustment of rates on grain and grain products from Colo., Kan., Neb., Okla. and Mo., to Mississippi River Crossings, Memphis and points south thereof, and to points in the Mississippi Valley territory which amounted to both reductions and advances.

C. R. I. & P. supplement No. 27 to 29329-F, I. C. C. No. C-11214, cancels supplements Nos. 25 and 26, effective June 25, reduces the rates on mixed shipments of seeds and sorghum grain, seeds (milo maize or kafir corn), by applying the minimum weight on seeds, provided the weight of the sorghum seed does not exceed 33 $\frac{1}{2}$ % of the total weight of the entire shipment. The proportional rates from Omaha on wheat and wheat flour and corn and articles taking the same rates to certain points in Wisconsin on the M. St. P. & S. S. M. are also reduced.

C. & E. I. supplement No. 22 to 600-A, I. C. C. No. 165, cancels supplement No. 21, effective June 5. Reductions are noted on grain and grain products (Northwest) and (Trans-Mississippi) from Chicago and points taking same rates to stations in Ind. (Evansville, Henderson, Mt. Vernon, Ind.) on grain from Index Nos. 74 to 76, and 81 to 161, to Decatur, Ill., when over the Wabash, on prepared animal, poultry, or pigeon feed from E. St. Louis to a number of Ill. points, also advance from Chicago and points taking same rates to Owensboro, Ky.; also advance in proportional rates on grain products from Chicago to Evansville, Ind., and Poseyville, Ill.

Ill. Cent. Freight Tariff 1537-H, I. C. C. No. A-10179, cancels 1537-G and I. C. C. No. A-9865, respectively, effective June 25, of local, joint and proportional rates applying on grain, grain products, cotton seed products and seeds and articles taking same rates between stations in Ill., Ind., Wis., also Dubuque, Ia., and St. Louis, Mo.; and Chicago, Milwaukee, Minneapolis, Ohio River Crossings, Paducah, Peoria, St. Louis, and other stations in Ill., Ind., Ia., Ky., Mich., Minn., Mo. and Wis. Reductions are granted on the Bloomington, Pontiac and Tracy districts of the Illinois division; on the Centralia (also Mound City branch), St. Louis, Eldorado (West Frankfort branch), Zeigler, Carbondale, Golconda (Stewart Mine, Sand Ridge, Murphysboro and Johnston City branches) of the St. Louis division; on the Springfield, Havana, Decatur, Clinton, Rantoul districts of the Springfield division; on the Mattoon district and New Harmony branch of the Indiana division; on the Amboy district and the Addison branch of the Wisconsin division; also on grain and grain products from Bloomington, Clinton, E. Dubuque, Mendota, and Minonk, Ill., to Dodgeville, Wis., also on feedingstuffs as in Item 275 from Chicago to Kankakee, Ill.; also on feed, hominy and mill meal from Springfield, Ill., to Dubuque, Ia. An advance is scheduled from stations in the Carondelet district of the St. Louis division to Paducah, Ky., on grain and grain products only. Transit, local, milling in transit rates, interstate and intrastate rates are given and differentiated, etc.

The Torsion Balance.

Second only to the commercial utility of money as a medium is that of the function of the scale. Gradually even the unit of measurement is being replaced by this infinitely accurate mechanical device, entirely eliminating the wholesale employment of the human element on the one hand contrasted with the use of just the minutest portion in the manipulation of the latter class of instruments of barter and exchange.

The Torsion Balance, which is used and approved by the U. S. and the state departments of agriculture, and private grain sampling departments, is distinctively unique in principle, as well as in the continually increasing usage of this type and kind of weighing device.

The torsion, which refers to the twisting of a steel band within the scale, takes the place of the usual knife-edge fulcrum, and the two forces of twist (torsion) and gravity continually opposing one another, makes the work on one of these scales accurate and rapid. The torsion feature also adds to the ruggedness of the instrument, giving it a much higher proportionate capacity.

The adoption of the twist principle to this scale naturally eliminates the knife-edge, so frequently spoken of in connection with weighing machines, consequently there are no bearings or pivots to be found below the base of this instrument, which also rids this equipment of dirt and dust.

Furthermore, the Torsion Balance is manufactured in practically one piece, thus doing away with the friction of one moving part upon another, and also minimizing the possibilities of accidental derangement in shipping, or from hard or careless usage.

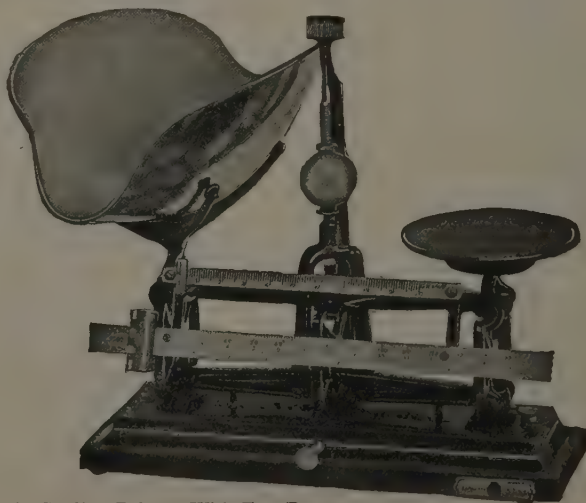
The grain and seed testing balance illustrated herewith is No. 5 used by all federal grains sampling stations and most of the state and private grain inspection departments. It is perhaps the most sensitive analytical instrument of its kind. This scale is best adapted to the weighing of small class and texture separations, as damaged or foreign matter, etc. Neither the country grain shipper or the receiver should be without it.

Perhaps a more practical scale for the country grain elevator office provided both could not be afforded, is the grain grading balance, style No. 6200, pictured as indicated, designed in accordance with the suggestions of, and supplied to the U. S. Dept. of Agriculture to determine: weight per bushel (0 to 70 lbs. per bu. by 1-10th lb. breaks); dockage (0 to 15% by 1-10% per 1,000 grams); and weight of grain for moisture tests.

The above described scales are but two of the line of many that this manufacturer offers for the exclusive use of the grain trade. Among the others, especially adapted to the use of the



No. 5 Grain Testing Balance.



No. 6 Grain Grading Balance With Two Beams.

country grain elevator office is No. 6. It has two graduated slide beams giving four separate readings, viz.: percentage (100% by $\frac{1}{2}$ % breaks—for cracked and damaged grain, foreign matter, etc.); grams (200 grams by 2 gram breaks—for weighing samples for moisture tests, etc.); avoirdupois ($\frac{8}{16}$ ounces by $\frac{1}{8}$ oz.—for ordinary weighing); and weight per bushel (0 to 70 lbs. per bu. by 1 lb. breaks).

If a reliable, complete, outfit is desired, the officials of the aforementioned departments, recommend all three. As business conditions vary and the demand for this analytical knowledge is not quite as essential (if such condition exists, even though purely mentally), the two mentioned first are recommended.

A Practical Remedy for Iowa's Corn Problem.

Senator Cummins of Iowa is said to be preparing a bill modeled on the McNary-Haugen pattern, to provide for the purchase of all surplus corn, so that the Iowa corn raisers will not have to take low prices for their product.

The main trouble with the proponents of this type of legislation is that they do not look more than a few months ahead.

What would be the effect if the government should buy up all the surplus corn and announce this method as a permanent policy?

The Iowa corn farmer, who does not feed his corn to hogs but depends upon the market to realize a profit, will say to himself: "Now that's something like it. Iowa is especially adapted to corn, and next year, since the price is stabilized, I will put in a good big acreage and make good money on it." Thereby the bad situation will be made worse instead of better.

The way to solve the Iowa corn problem is to feed the corn to cattle and hogs and get the most possible out of it, then go in more for diversification and hedge against loss by scattering the risk among other crops. *The Wichita (Kans.) Beacon.*

Bulk Handling in New South Wales.

Victoria, Australia, in March, 1925, appointed a board to investigate the bulk handling of wheat in New South Wales with a view to the application of the information to the problem in Victoria.

The wheat growers of New South Wales expressed unanimous satisfaction with and had been benefited by the bulk handling system.

Shippers of wheat, grain merchants and flour millers, the Board found, were unanimous that the bulk handling was an ideal and efficient system. The Board reported that:

Had the New South Wales bulk-handling system to be self-supporting this season it would have been necessary to increase the handling rates on the 17,500,000 bushels received by $\frac{1}{4}$ d. per bushel to make up the sum required to meet the full interest charge of 5 per cent on the capital outlay. To this rate of $\frac{3}{4}$ d. on wheat shipped in bulk, or $\frac{3}{4}$ d. if delivered from country elevators to flour mills, would have to be added another $\frac{1}{4}$ d. or $\frac{3}{4}$ d. to provide for depreciation and sinking fund contribution, making a total rate of at least $\frac{4}{4}$ d. per bushel on wheat shipped and $\frac{3}{4}$ d. on that dispatched to country or metropolitan mills.

The Victorian Wheat-growers Corporation (Voluntary Wheat Pool) informed the Board that its average cost of handling bagged wheat for the seasons 1921-22, 1922-23, and 1923-24 came to $\frac{3}{4}$ d. per bushel, including the cost of receiving, stacking, maintaining, and trucking at country stations, stacking in and loading out of seaport depots, sampling at depots and ship's side, rent of country and seaport stacking sites, expenses due to storm damage, mice prevention, etc., fire insurance, depreciation on buildings and plant, and also administration expenses.

Similar expenses of the New South Wales Voluntary Wheat Pool Committee totaled 3.32d. for 1922-23 season, when its wheat was handled partly in bulk and the remainder in bags. With receipts in New South Wales totaling 25,000,000 or 30,000,000 bushels of bulk wheat for the season a rate of $\frac{3}{4}$ d. or $\frac{3}{4}$ d. per bushel may be found profitable, as there would be no need to add to the present receiving capacity of the terminal elevator, Sydney; and, as has been already shown, the larger the turn-over the less the unit operating expenses. Nevertheless, this comparison of the bulk and bag handling charges shows that the former system is not today, with present rates of wages and high

interest charges, the attractive financial proposition to either the state or the wheat growers it was generally thought.

The scheme recommended by the Board provided for 132 country elevators, and two terminal elevators at Williamstown and Geelong. The capacity of the terminals would be 2,845,000 and 1,500,000 bus. The country elevators would have capacities ranging from 250,000 to 50,000 bus., 2 having the largest capacity, 6 of 200,000 bus. each, 28 of 150,000 bus., 48 of 100,000 bus. and 48 of the smallest size.

Less Wheat Eaten Per Capita.

Economists of the department of agriculture say the American people are eating less bread because they can afford to pay for a more varied diet, with the result that flour consumption has fallen 24 per cent since 1879.

The decline has been more rapid since the war, amounting to about two per cent a year from 1914 to 1924. Each American now uses an average of 4.3 bus. of wheat a year as compared with 5.38 bus. in 1904 and 5.6 bus. in 1879.

Increased purchasing power and continued drift of the population to the cities are assigned by the department as major causes of this relative displacement of bread from its high position in the common diet, while more efficient use of flour and development of high quality wheat, making possible the baking of bread with less flour than formerly also have something to do with it.

Another factor, not noted by the Department, is that since the war public restaurants place bread on the table only if ordered and paid for. Formerly patrons had the opportunity to munch bread while waiting to be served.

South Dakota Forms District Ass'ns.

Inasmuch as the state ass'n meets only once a year and the time allotted for discussion at this yearly session is inadequate for the discussion of local problems, it was decided by the officers and directors of the South Dakota Grain Dealers Ass'n that many of these local affairs could be more satisfactorily handled by organization of district ass'ns, which have been formed thruout the state during the past fortnight.

At the Watertown meeting held May 21, the unscrupulous self-appointed pie-counter politician and promoter received another "black eye" at the hands of B. L. Ewing, mgr. of the Doland Farmers Elvtr. Co., when he scored the way they imposed upon and posed in the public press as the saviors of agriculture. The unsuspecting gullible public naturally consulted these humbugs on legislative matters, altho no actual knowledge of the farmers needs or the practical end of marketing is possessed by these fakes, their purposes being purely selfish, he said.

A banquet was tendered to a half-hundred or so delegates attending this district meet, by the local representatives of Minneapolis commission houses.

Some sixteen such district organizations have met within the past three weeks to cement the foundation of their future success.

Proposals for purchase of forage will be prepared hereafter in each army corps area instead of at three or four large intermediate depots as in the past. The purchase of forage has been transferred to the Remount Service. The Remount Service has instructed the corps area quartermasters to send the proposals to all dealers known to them, to the depots which have formerly handled the purchasing, and to all post quartermasters for distribution to dealers and farmers in the vicinity of posts or stations concerned. Post quartermasters are to be instructed upon receipt of the proposals to distribute them to all local bidders, obtaining contact with such bidders through chambers of commerce, Federal inspectors, farm bureaus, State agricultural colleges, and State marketing departments.

A Farmer on Farm Relief.

Jared Van Wagenen, Jr., who comes from "old Eastern New York," and qualifies as a "dirt farmer" by reason of the fact that he tills the same soil his family has tilled for more than one hundred and twenty-five years, expressed his view of the agricultural problem before the agricultural group session of the Chamber of Commerce of the United States, at its recent annual meeting.

"I am entirely agreed," he said, "that agriculture is undergoing a prolonged period of economic ill health, but it is an attack that calls for patience and 'watchful waiting' rather than for alarm. We cannot forget that there were similar manifestations in the nineties of the last century—followed by a good recovery. Only one thing do I fear—of only one thing am I tempted to speak strongly and that is, lest well-meaning but quack practitioners be called and fake remedy administered in our behalf. I am fearful not that Congress will do too little, but that it will do altogether too much."

HESS PNEUMATIC GRAIN DRIERS

Used everywhere—
NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

**HESS WARMING &
VENTILATING CO.**
1207 So. Western Ave.
CHICAGO

Seeds

San Francisco, Cal.—Two new mills are being installed by the Sherwood Seed Co.

Jonesville, Mich.—A. H. Dudley & Son have dissolved their seed business partnership. The senior member will continue same.

Green Springs, O.—The offices of the O. & M. Seed Co. were moved here June 1 from Cleveland. The firm's tracts are located here.

Chicago, Ill.—The W. W. Barnard Co. has leased a large 4-story brick warehouse on the Chicago Junction Railway tracks for use of its wholesale seed department, giving them some 11,000 sq. ft. of floor space.

St. Joseph, Mo.—Fire damaged the warehouse of the Mitchellhill Seed Co. to the extent of \$250 on May 25. The company was reported to have sold to Mangelsdorf Bros. of Atchison, Kan.

Jonesboro, Ark.—We expect to enlarge our seed warehouse for the coming year. We are a new firm that was organized about the first of March.—E. R. Keller, business mgr., Keller Bros. Feed & Produce Co.

Permitting poisonous insecticides and fungicides to be transported by the mails, as is stipulated in such a recently passed Senate bill, was vigorously opposed by those postal officials testifying before the House Post Office Com'te May 20.

Milwaukee, Wis.—Charles E. Groth, 44, died May 15 as the result of a 3-story leap from the hospital where he was confined after an appendicitis operation. He operated a seed and flour business under the name of the Groth Seed Co. He is survived by his widow, a son, two brothers and a sister.

Toledo, O.—We are all fully aware that the U. S. production of red clover is far below normal requirements. If the usual demand is to be satisfied it necessarily means a large consumption of foreign clover. Arguments favoring the use of foreign seed and against its use are many. Up to this time everyone seems to be in the dark as regards the merits and demerits of foreign seed.—J. F. Zahm & Co.

In order to get the full benefit from expenditures for samples of seed sent abroad, as well as to insure delivery free of charge and with the least annoyance to the prospective foreign customer, the superintendent of documents at Washington, D. C., now has available a new and revised edition of the requirements of 26 countries as to method of shipment, duty, marking, and documentation, etc.

Field Dodder Control Urged by Central Wisconsin Seedsmen.

Control of field dodder in the infested areas of central Wisconsin was the pertinent subject under discussion at a meeting called by Henry Lunz of the state department of agriculture and held at Green Lake, Wis., on May 25, at which time the following resolutions were adopted:

Whereas, We, seed dealers of central Wisconsin here assembled, recognize that clover dodder has become the source of great economic loss to the clover seed industry, and

Whereas, We feel that co-operation on our part may assist in the eradication of this troublesome pest, therefore, be it

Resolved, That we refuse to be a party to the purchase or dissemination of any or all clover seed in which dodder is known to present, and be it further

Resolved, That we extend our hearty support and assistance to the State Seed Inspection Department and to other interested agencies in every manner that will work toward a cleanup of this clover parasite.

It was decided to meet soon again, the primary purpose of further sessions being the opportunity to broach the evils as well as the

means of controlling the nuisance to the weed commissioners and county and village officials.

Oklahoma's Wheat Raising Contest.

A wheat raising contest, spirited by \$500 in prizes, is being conducted by the millers of Oklahoma, under the direction of J. A. Whitehurst, pres. of the State Board of Agriculture, and Dr. Bradford Knapp, pres. A. & M. College, in conjunction with the departments of state grain inspection, state board of vocational education, state crop improvement ass'n, and the agronomy and extension depts., A. & M. college. A local com'te has been chosen for each county thruout the state, and local prizes in each county have been subscribed as an additional incentive.

The General Com'te is composed of E. H. Linzee, state grain inspector; Frank Foltz, Sec'y Millers Ass'n; C. F. Prouty, Sec'y Grain Dealers Ass'n; and T. D. Meek, of the Enid Chamber of Commerce.

The com'te in each county will supervise measuring the land, certifying to the threshing returns, and securing the proper samples. The contest will apply, however, only in counties where an organization is formed to carry it out.

Prizes will be apportioned as follows: 1st, \$300; 2nd, \$100; 3rd, \$50; 4th, \$50. Other prizes will be offered in each county by Chambers of Commerce and merchants that will apply only in that county.

Italian Clover Seed Under the Ban.

The sec'y of agriculture gave notice June 3, effective Sept. 2, 1926, "That seed of red clover grown in Italy is not adapted for general agricultural use in the United States."

This is the formal notice required under the act of Apr. 26, 1926, to make staining of such seed compulsory.

At least 10 per cent of the seed in each bag or other container of red clover seed grown in Italy imported into the United States must be stained a red color, applied to the seed by the foreign exporter in any manner he chooses so long as the results are satisfactory to the Bureau of Plant Industry. Ten per cent of the seed in a separate container may be stained and mixed with the remainder of the shipment, or the foreign exporter may follow the method suggested by the bureau for use by customs inspectors at the American port of entry. In this case, the sacks of seed to be colored must be placed on end and in an upright position.

The stain must be applied by injecting a red alcoholic solution at several points in the seed at the top of the sack in sufficient quantity to insure penetration to the bottom of the sack and the coloring of at least 10 per cent of the contents.

At the public hearing of May 27, in addition to red clover seed from Italy, consideration was given to alfalfa seed grown in Africa and in Turkistan. Determination of the action to be taken on alfalfa seed from these two sources will be announced in the near future.

Imports and Exports of Seeds.

Imports and exports of seeds for March, compared with March, 1925, and for 10 months ending with March, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS			
	1926	1925	1926	1925
Alfalfa, lbs.....	634,142	184,490	4,380,585	4,801,610
Beans, lbs.....	5,278,301	6,704,052	66,462,645	75,648,085
Peas, lbs.....	1,010,757	1,124,566	17,236,726	27,114,252
Clover, lbs.....	5,040,846	2,234,708	46,549,224	28,520,755
Grass seeds, lbs.	559,022	206,176	6,654,201	8,397,716
	EXPORTS			
	1926	1925	1926	1925
Alfalfa, lbs.....	27,993	7,896	1,400,757	398,757
Beans, bus.....	32,803	21,890	513,901	603,556
Peas, bus.....	13,796	1,841	98,394	54,042
Clover, lbs.....	68,500	31,523	917,551	1,849,119
Timothy, lbs.....	1,011,180	1,287,300	9,738,068	15,678,901
Other grass seed, lbs.	306,219	391,785	4,623,838	5,284,961

Tentative Regulations on Seed Staining.

The secretaries of the treasury and the department of agriculture have joined in tentative instructions to customs officials on the sampling and staining of imported seeds.

Unsuitable seed will be colored red. Suitable seed will be colored blue if from Europe, iridescent violet if grown in Canada, and if grown elsewhere, orange.

After seed has been sampled the consignee may obtain delivery by giving a bond to return the seed to the collector of internal revenue if demanded by him for any reason. No bond is required if the seed is found to be neither adulterated nor unfit.

Iowa Seedsmen Urge Protective Seed Legislation.

The members of the Iowa Seed Dealers Ass'n, in session June 1 at Des Moines, formulated a concerted program to combat the sales of the transient "bootlegger seed salesmen" of unlabeled and untested seed.

The support of the state officials charged with the enforcement of Iowa's seed laws was enlisted in a resolution asking that special effort be made to check up on farmers and other transients who sell uninspected seeds, the sale of which is prohibited by the state statutes.

Requirements of the state law which compels each dealer to sort carefully and test the seeds, designating the purity, germination, place and year grown, and the percentage of prohibited weeds, are not being followed by these "bootlegger seedsmen," the ass'n members allege.

L. G. Wertz of Sioux City, president, opened the meeting with the president's address, a summary of the activities of the organization during the past twelve months as well as an outline of present pertinent problems.

M. G. Thornburg, Sec'y of Agriculture and Commissioner Redfern made very instructive addresses, dealing with the various phases of the seed laws in question. A com'te of three was appointed to meet in joint session with these two men in the interests of better co-operation.

H. G. Hughes, professor in the Iowa Agricultural College at Ames, summarized the results of the inspection service provided by the college.

New members elected were: De Jong Floral & Seed Co., Pella; Geo. P. Sexauer & Son, and Todd & Kraft Co., of Des Moines.

The membership stood with bowed heads in respect to H. A. Johns of Sioux City, and to Matthias Kurtzweil of Altoona, two of the Ass'n's deceased members.

The officers for the coming year are: Pres. L. H. Hunter, Shenandoah; v.-pres. J. E. Sinn, Clarinda; sec'y, Henry J. Kling, Cedar Rapids.

Southern Seedsmen Slate Spicy Sessions.

Huntsville, Ala.—A delightful program is to be presented to those attending the convention of the Southern Seedsmen's Ass'n to be held here June 24, 25, and 26.

The pleasant mixture of business and entertainment brands the arrangements with distinction.

In addition to a drive thruout the picturesque city, a trip is to be taken to "Cotton Mills," where the visitors are to follow the processes undergone with raw cotton to the finished goods.

The evening's program of the first day is to start with a lawn dinner on the spacious properties of Clarendon Davis, followed by dancing and a host of other entertainments. A dinner at the country club is the entertainment scheduled for the evening of the second day, followed by a dance.

Saturday's program calls for a trip to Gladstone, Ala., to visit and inspect the Huntsville Wholesale Nurseries. An old-time barbecue

then to be tendered the visiting seedsmen. This is to be followed by a tour of inspection of the Chase Nursery, located at Chase, Ala.

Early Sunday morning the convention delegates are to be transported en masse to Florence, from where they are to drive to the famous Wilson Dam and the many other interesting points in the Muscle Shoals district.

Returning to Athens, connections are slated for the special to Chicago, where the Wholesale Grass Seed Dealers Ass'n meeting is to be held June 28-9.

Some of the more pertinent subjects to be discussed include: Development of Future Seedsmen, by C. W. Zaun of Jacksonville, Fla.; State Seed Laws, by J. W. Moore, Commissioner of Agriculture, Montgomery, Ala.; Proper Management of a Retail City Store, by Christian Clark of Atlanta, Ga.; Why Seed Analysis, by Mrs. Ethel Ely Pattison, New York City; and Building a Community Through Agriculture, by Raphael Semmes, Jr.

Pacific States Seedsmen Organize.

The momentum of the enthusiasm so prevalent on the part of the west coast seedsmen at the time of the annual meeting of the American Seed Trade Ass'n at Los Angeles has increased rather than otherwise, as evidenced by the splendid organization meeting of the Pacific States Seedsmen's Ass'n held at Del Monte, Cal., May 19 and 20.

Pres. E. O. Pieper of San Jose, Calif., brought the meeting to order in true western style, using a revolver in the absence of a gavel. Among the points stressed in his address we take the following:

There are many reasons for organizing the Pacific seedsmen, particularly so in California because of the comparatively strong position of agriculture.

In the 1925 report of our state statistician, Mr. Kaufmann, the value of agricultural products amounted to over 4 million dollars.

An analysis of the reports indicates a very real diversity of crops and no other state can show a more balanced condition. A very dependable situation.

Seed growers and seed dealers have contributed materially to the success of agriculture, and we have reason to know that it is generally appreciated that the seedsmen's position is a very important one in the upbuilding and maintenance of agricultural products in our state, as well as elsewhere.

Our membership represents every line of the seed industry. The grower in all branches of seed production, the wholesaler or jobber and the retailer. Each particular line has its special problems, and to consider properly these problems it has seemed necessary to classify our various members according to the particular branch of our business they represent. As the lines of our industry are so dissimilar in character it has been thought necessary for each group to be under the leadership of a chairman so that problems concerning a particular group may be considered.

Regarding questions of general interest to the ass'n, a questionnaire might be employed as an aid to the board of directors and for consideration at our annual meetings.

We are all familiar with the extreme highs and lows in values and the highly speculative and hazardous character of our industry. Knowing this, may I recommend that measures be adopted for a thorough statistical study to determine the cause of these conditions? A wide range of thought must be employed along this line, including such phases as improvement of stocks, standardization, costs, credit, acreages, consumption, growing, marketing and advertising.

Much individual effort has been given these problems and the futility of these disorganized attempts to find solutions for our difficulties must be very apparent to all. The association provides a means for attacking these problems.

I hope above all else, that the good will which has been so gradually and surely developing among us will ripen into a wholesome understanding, and where differences arise that a preponderance be exercised by the individual member so that the best interests of the ass'n be always paramount to other considerations. The loyalty you have already shown here today in itself an expression of confidence in the future of our ass'n.

The election resulted in the selection of temporary officers, to wit: Dr. E. O. Pieper, San Jose, Cal., pres.; W. B. Early, Los Angeles, Cal., vice-pres.; F. W. Nelson, Portland, Ore., secy-treas.; Lester L. and C. C. Morse, San

Francisco, Cal., and L. D. Waller, Gaudalupe, Cal., directors. Thereupon the chairman of the retailers, wholesalers, flower seed growers, and garden seed growers groups were chosen.

Sec'y Nelson read the report of his office showing 44 charter members with all fees paid in for the coming term.

W. S. Wilkinson, Jr., seed analyst of the California State Laboratory, enlightened his audience on California's seed labeling act.

W. B. Early presided at the banquet held on the evening of the 19th. William Cuthbertson of Edinburgh, Scotland, was an interesting speaker.

The second day's session was occupied with a most pleasant tour thruout this scenic part of the state, concluding on the C. C. Morse & Co.'s San Juan ranch, where the latter was host at a welcomed and tasty barbecue, a most fitting finis for such a splendid and enthusiastic organization meeting and one which will not be forgotten, to be sure.

Supply Trade

When someone stops advertising,
Someone stops buying.
When someone stops buying,
When someone stops buying.
Someone stops selling.
When someone stops selling,
Someone stops making.
When someone stops making,
Someone stops earning.
When someone stops earning,
Everybody stops buying.

The exportation of corn shellers and feed grinders and crushers increased more than 100% during the month of April.

St. Louis, Mo.—W. A. Layman, pres. of the Wagner Electric Corp. and chairman of its board of directors, was deposed from those offices on May 28 by the directorate.

The Senate Com'te on Interstate Commerce has ordered a favorable report on Senator Robinson's bill making the collection of the surcharge on Pullman passenger travel illegal.

Racine, Wis. — Announcement was made on June 4 that the Johnson & Field Mfg. Co., for over 50 years manufacturers of grain and seed cleaning machinery, had been sold to the S. Howes Co. of Silver Creek, N. Y.

Chicago, Ill.—"Gear Problems," an interesting book on power transmission through gears, is just off the press and the publishers, Foote Bros. Gear & Machine Co., will be glad to send a copy to readers of the Journal who write requesting it.

Manchester, England.—The historic mansion of Wythenshawe Hall and 250 acres of parkland surrounding it has been purchased by Mr. and Mrs. E. D. Simon and presented to the City of Manchester to be kept forever as an open space. Mr. Simon is chairman of the firm of Henry Simon, Ltd., flour milling and conveying engineers, and has been Lord Mayor of Manchester and a member of Parliament. Wythenshawe Hall is one of the oldest mansions in Cheshire and the land included in the gift consists of beautifully wooded parkland. The estate has remained in the unbroken possession of one family since the middle of the 14th century, and portions of the original mediaeval structure are still contained in the beautiful many-gabled Hall. The history of Wythenshawe Hall dates back to 1370, and during the Civil War the hall was held by the owners for the King and was besieged by the forces of Parliament. The siege lasted for nearly a year and it was only after two pieces of ordnance had been brought from Manchester that the little garrison was subdued. The greater part of the present building is two or three hundred years old, but in the central hall the original 14th century structure is retained.

Seed Movement in May.

Receipts and shipments of seeds at the various markets during May, as compared with May, 1925, were as follows:

FLAXSEED		Shipments	
Receipts	1925	1925	1925
Chicago, bus...	182,000	512,000	2,000
Duluth, bus...	212,403	248,933	67,339
*Ft. Wm., bus...	464,033	.....	500,044
Milwaukee, bus...	185,238	1,430	.....
Minneapolis, bus...	431,460	402,100	108,970
New York, bus...	453,000	271,000	.....
Superior, bus...	123,859	78,001	2,089
KAFIR			
Hutch'son, bus...	80,600	111,800	.....
Kans. City, bus...	290,400	301,400	166,000
Los Angel's, bus...	14,300	29,900	.....
St. Louis, bus...	36,900	123,600	12,000
Wichita, bus...	13,200	51,600	1,200
MILO			
Los Angel's, bus...	54,600	21,200	.....
Wichita, bus...	1,200	1,200	2,400
CLOVER			
Chicago, lbs...	487,000	9,000	188,000
Milwaukee, lbs...	34,115	4,875	8,000
New York, bags...	.....	311	423
Toledo, bags...	295	4	19
TIMOTHY			
Chicago, lbs...	1,015,000	1,240,000	947,000
Milwaukee, lbs...	123,050	30,000	.....
Toledo, bags...	73	18	58
*Toledo, bags...	6	.....	.....

*Alsike.

CANE SEED		Shipments	
Receipts	1925	1925	1925
Ft. Worth, bus...	25,000	64,000	5,000
Hutch'son, bus...	1,000	6,000	.....
Kans. City, bus...	22,100	1,750	9,000
Wichita, bus...	6,000	7,200	3,600
SORGHUMS			
Cincinnati, bus...	2,800	4,200	.....
Ft. Worth, bus...	154,000	153,200	116,200
*Ft. Worth, bus...	317,800	100,800	78,400
N. Orleans, bus...	5,600	1,400	.....

*Heads.

It is to be conceded that much corn remains in the country, but farmers are not going to rush it to market at prices that leave them only 60c a bushel, when they can feed it and get the equivalent of \$1.25 a bushel. Should anything happen to spoil growing crop prospects, September corn in the Chicago market could easily go much higher.—L. L. Winters of Hulburt, Warren & Chandler.

Cipher Codes

Universal Grain Code: The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4 1/2 x 7 inches. Price, leather bound, \$3.00; paper, \$1.50.

Robinson Telegraph Cipher Code: With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

Millers Telegraphic Cipher: (1917) For the milling and flour trades. 77 pages, 8 1/2 x 6 inches. cloth bound. Price \$2.00.

Cross Telegraphic Cipher Code: 7th edition revised for provision and grain trades. 145 pages 4 1/2 x 5 1/2 ins. Cloth bound. Price \$2.00.

A. B. C. Improved Fifth Edition Code, with Sup.: Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

Bentley's Complete Phrase Code: Contains nearly 1,000 million code words, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8 1/2 x 10 1/2 inches. Bound in cloth, leather back and corners. \$15.00.

Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 162 pages 8 1/2 x 9 inches, bound in leather. Price \$15.00.

Riverside Flour Code, Improved (5 letter revision) Sixth Edition. Retaining the essential features of the 5th edition published in 1901, for use in domestic and export trade. Size 8 1/2 x 11 inches, 304 pages. Bound in flexible leather, \$12.50.

Calpack Code (1923) is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6 1/2 x 8 1/2 ins. 860 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL
309 So. La Salle St., Chicago, Ill.

Supreme Court Decisions

Crop Mortgage.—Where proceeds of crop were in court for distribution, judgment ordering payment to chattel mortgagee with 6 per cent interest held erroneous, where note secured by mortgage on crop bore interest at 10 per cent.—*Henry vs. Irby. Supreme Court of Arkansas. 282 Southwestern 3.*

Crop Mortgage.—A chattel mortgage may be given on crops to be grown in the future, which, as between certain parties, will attach to the property when it comes into existence, and recording thereof will impart notice of lien.—*Weyrauch v. Johnson, County Recorder. Supreme Court of Iowa. 208 Northwestern 707.*

Landlord's Lien.—Stranger, acquiring possession of tenant's crop with notice of landlord's lien, is guilty of tort to landlord's damage, if he destroys, removes, or so converts it, or changes its character, that landlord has no other appropriate remedy than action on case.—*City Nat. Bank v. Nelson. Supreme Court of Alabama. 107 South. 849.*

Mutual Insurance.—The fundamental essential of mutual insurance, that the insured and insurer are identical, will not permit a mutual company to write surety bonds for public officials. The facts involved in writing such bonds are inherently incompatible with mutual insurance.—*State ex rel. Minnesota Mut. Indemnity Co. v. Wells, State Commissioner of Insurance. Supreme Court of Minnesota. 208 Northwestern 659.*

Steamship Liable for Damage to Grain.—Carrier had burden of showing that damage to grain from sea water leaking through port door was occasioned by peril for which it was not responsible.—*Compania Naviera Mexicana, S. A. v. Spork. U. S. Circuit Court of Appeals. 11 Fed. (2d) 777.* Cyprian A. Spork shipped wheat and corn in the steamer Jalisco from New Orleans to Tampico and sea water poured thru a port door of the vessel while it was grounded in a canal between Orange and Beaumont. The court found that the loss was not due to the grounding, but to a defect in the port door that was discoverable at the beginning of the voyage by due diligence.

Shipper's Recovery Not Limited to Market Value.—Where, in action for wrongful delivery of eggs, shipper, at railroad's suggestion, went to Chicago to obtain settlement with consignee, evidence that he spent as little as he could spend held ample evidence of reasonableness of his expenditures. Where, at times shipper notified railroad that original consignee was not entitled to eggs, he stated that he had sold them to a third party at named price per dozen, in shipper's action for railroad's negligence in delivering them to first consignee, his recovery was not confined to reasonable market value of eggs at time of conversion.—*Amber v. Davis, Agent, etc. Kansas City Court of Appeals, Missouri. 282 Southwestern 459.*

Carrier Liable for Deterioration in Transit.—Where a carload of corn en route by railroad carriage develops heating because of its inherent tendencies, and not through any extraneous force operating upon the corn during its transportation by rail, nor because of any fault of the carrier, the railroad company is not liable for loss or damage to the corn; but, if negligent delay of the carrier in handling such defective corn at a railway terminal en route, or negligence in transferring such corn to the connecting carrier who was to dispatch it to destination, commingling with the infirmity in the corn, contributes in part to the loss and damage, the railway carrier is liable.—*Parker Corn Co. v. Chicago, B. & Q. R. Co. Supreme Court of Kansas. 244 Pac. 240.*

Damages Due to Market Fluctuation.—Evidence that market value of commodity increased by certain amount between dates of contract and delivery, in absence of evidence as to market value on date of contract other than price agreed or evidence as to market value on date for delivery, is insufficient to establish damage to purchaser from breach of contract.—*Garrard v. Southern Cotton Oil Co. Court of Civil Appeals of Georgia. 132 S. E. 234.*

Buyer Not Bound for Failure to Reply to Confirmation.—The parties to an oral negotiation for the purchase and sale of a car of corn exchanged confirmations. The buyer's was a letter stating he confirmed the contract and setting out its terms. The seller's was a printed form with blanks filled in to the same effect, but containing sixteen printed paragraphs, fourteen of which were upon the back of the document, although referred to on its face. One of these paragraphs contained a new condition to the effect that if the seller failed to make delivery at the time contracted for, he might still deliver on the same terms at any time prior to notice of cancellation. It is held that the buyer's omission to reply to the seller's confirmation did not render him liable for refusing the corn after the seller had failed to deliver it within the time agreed upon, although he had not given notice of cancellation.—*Strong v. Alexander Milling Co. Supreme Court of Kansas. 243 Pac. 1039.*

Meaning of "Reinspection" at Milwaukee.

The arbitration board of the Milwaukee Chamber of Commerce has ruled that under the reinspection rule of the Chamber a buyer can choose whether to have reinspection by the Chamber of Commerce inspection department, or call a federal appeal. The Board gave its decision as follows:

The complainant in this matter sold a car of corn inspected as No. 4 yellow, 51 lbs., 13.2% moisture, to the LeBuede Feed & Grain Co., who requested that the sale be transferred to the respondent. The car was then turned over to another firm, and by them applied on a sale to the Ladish Milling Co. The grade assigned the corn was appealed by the Ladish Milling Co. to the federal grain supervisor at Milwaukee, and the grade was changed to No. 5, very few, 20% moisture. The complainant then referred the matter to the federal appeal board at Chicago, which sustained the supervisor in his grading of No. 5 yellow.

Upon the corn being refused by the Ladish Milling Co., the complainant sold it out at a loss amounting to \$60.65, and seeks now to recover that amount, together with \$4.70 in demurrage and reconsigning charges.

Complainant charges that the manner in which the request for appeal was filed was irregular, in that the regulations of the Sec'y of Agriculture under the Grain Standards Act were not complied with by naming and stating the postoffice addresses of other parties interested in the grain, nor were reasons for their omission given; and further, that the original inspection certificate was not filed with the supervisor at the time of filing request for appeal.

The complainant also contends that the rules of the Chamber of Commerce were not complied with, such rules requiring a buyer who questions the grading to have the inspection reviewed by the inspection department of the Chamber of Commerce before he is privileged to reject the grain.

From the evidence submitted this board of arbitration finds that the federal appeal was called in accordance with the usual and well established custom of the trade, and was within the time limit laid down by the rules for calling re-inspections. The term "re-inspection" as used in the rules is construed as meaning a federal appeal, in case the buyer chooses to have the original inspection reviewed by the supervisor rather than by the inspection department, and complainant's contention on that point is not well founded.

And further, the fact that the complainant super-appealed the grading of this grain to the Board of Review for a final decision nullifies complainant's own contention, and is, in effect, a recognition of the right of the respondent to resort to federal supervision for a binding determination as to the quality of the corn.

The complaint is dismissed, lacking grounds for action.

Grain Carriers

Mountain View, Okla.—Just a few cars leaking in transit.—R. L. Gigaux, Chickasha Mfg. Co.

Buffalo, N. Y.—An appropriation has been made for the removal of the hazards in the barge canal and the work is under way.

Edw. F. Goltra of St. Louis lost his suit in the supreme court June 7 to retain 4 tow boats and 19 barges leased him by the government.

Buffalo, N. Y.—Premiums on risks traversing the state barge canal are somewhat higher, however with the removal of present hazardous impediments now prevalent in the channel, the rate should decline.

Officials of the Inland Waterways Commission have approved plans and specifications for the tow boats and barges which it is proposed to use on the upper Mississippi, it was announced in Washington on May 28.

Central Ry. of New Jersey just ordered 1,000 new box cars; the Baltimore & Ohio ordered a like number June 8; the Delaware, Lackawanna & Western ordered 500 55-ton on the same date; and the Tennessee Central ordered 275.

St. Catharines, Ont.—Steamer Nesbitt Grammar, loaded with grain from Port Colborne to Montreal, went down off Thirty Mile Point, near Charlotte, N. Y., after being in collision with the Canadian National Railway Steamer Dalwarrnic, in a dense fog.

Grain and grain products were loaded into 39,660 cars during the week ending May 22, an increase of 76 cars above the week before and an increase of 864 cars over the same week in 1925. It also was an increase of 1,799 cars above the same week in 1924.

Buffalo, N. Y.—An entire cargo of 372,000 bushels of Canadian wheat was removed from the steamer Shenango at the Saskatchewan Co-op. Elevator Co.'s elevator, in a fraction over 11 hours. At the same time 164,000 bushels from the steamer were loaded on cars for New York, this requiring 6½ hours.

Montreal, Que.—Montreal exporters are complaining that it is impossible for them to meet their contracts for export grain because shipments are being diverted thru other channels due to the delays caused by the passage of Henry Ford's ships going up the lakes to be scrapped. The Corn Exchange met June 4 and voiced their disapproval in a protest drawn and forwarded to proper authorities.

State freight rates should be increased to the level of interstate rates in Western Trunk Line territory, before existing interstate rates are advanced, J. P. Haynes, traffic director of the Chicago Ass'n of Commerce, declared in the western rate case before the I. C. C. May 28. If Western Trunk Line class rates are placed on the basis of present interstate rate material relief will be granted, he said.

Regional Advisory Board meetings which have been definitely announced include the following: Ohio Valley, June 8, Cincinnati; Southeast, June 11, Memphis; Trans-Missouri, Kansas, June 16, Kansas City, Mo.; Southwest, June 17, Houston; Pacific Coast, June 18, Sacramento; Pacific Northwest, originally announced for June 23, changed to June 30, Tacoma, Wash.; Central Western, July 8, Salt Lake City.

Washington, D. C.—A new hearing on freight rates involving port differentials of export grain was begun before the I. C. C. June 1. A reopening of the case was recently denied, but at that time the Commission suggested certain ex-lake rates equalizations of grain and grain products, however the carrier demurred. The line of the new attack will be for an equalization of ex-lake grain rates from Buffalo and from points west of the Mississippi.

Buffalo, N. Y.—Strong winds blowing floating ice into the Buffalo harbor has caused much grain to be diverted to Port Colborne and Montreal.

The omnibus rivers and Harbors bill, which includes provision for developing the Illinois River project, passed the House June 4. The bill makes provision for some 50 projects and 120 surveys. Other items included under the measure are provisions for a 35-ft. deep channel, 300 ft. wide, between Cairo, Ill., and the head of the passes on the Mississippi River; between Minneapolis and the Missouri River, 9-ft. channel; the Missouri River up to Quindaro bend, 9-ft. channel at low water, suitable widths thruout.

Freight cars in need of repair on May 15 totaled 162,822, or 7% of the number on line, according to reports filed by the carriers with the Car Service division of the American Railway Ass'n. This is an increase of 2,977 over the number reported on May 1. It was, however, a decrease of 30,213 cars compared with the same date last year. Heavy repairs are slated for 120,143, or 5.2%, an increase of 2,704 compared with May 1. Light repairs are scheduled for 42,409 or 1.8%, an increase of 273 compared with May 1. Surplus serviceable equipment for the period ending May 15 was 23,453 box cars.

The Southern Pacific Company states that it paid 17.3 cents per pound for 11,218,600 pounds of new locomotives last year. The same number of pounds of locomotives would have cost the company 7.09 cents per pound in 1915. This means that a locomotive purchased in 1925 must earn more than twice as much as one purchased in 1915 if it is to return any profit on the sum invested in it. Investors will not continue indefinitely to supply the funds for the purchase of new equipment upon which there is no definite promise of return. In recent years what slight return our Western roads have earned has been due to increased efficiency in administration and operation.

I. C. C. Activities.

Examiner Hillyer has recommended the dismissal of No. 16520, complaint by Otto Zimmerman against rates on barley in the federal control period, Minneapolis to Milwaukee.

Dismissal of No. 15839 is recommended by Examiner Mackley holding that the proportional rates to and from Des Moines on grain to St. Louis, Peoria and Chicago are not unreasonable.

Rosser & Fitch vs. Director General, No. 16631, was dismissed by the Commission on finding that the rate charged on 3 carloads of dry beans shipped from Wilmington and Modesto, California, to Jacksonville, Fla., was applicable.

Southern Kansas Grain & Grain Products Ass'n vs. C. R. I. & P., No. 17159, the Commission allowed the amendment of the complaint and has reopened the proceeding for further hearing in conjunction with I. & S. No. 2420, transit at Kansas City.

In 17291, Indianapolis Board of Trade v. B. O. O., Examiner Kettler said it was not unreasonable for the defendant to refuse to maintain thru rates on grain and products from Illinois points on the Wabash to western termini of eastern trunk lines. Rates on grain from Wabash points in Illinois thru Indianapolis to Louisville, Ky., were held unreasonable.

St. Louis Merchants Exchange, Cairo Board of Trade, and Memphis Merchants Exchange, request the I. C. C. suspend tariffs carrying increased rates on grain from Iowa points to St. Louis, Mo., and to proceed to rehear case No. 15511, Chicago Board of Trade vs. Santa Fe.

Buffalo, N. Y.—The Interstate Commerce Commission will hold a further hearing of the grain, elevator and milling interests case as to a reduction of the milling in transit charge in trunk line territory on grain originating here and points east to a parity with western competing points on June 14 at the Hotel Buffalo. At present the milling in transit charge is 1½¢ per cwt.

Omaha, Neb.—John A. Kuhn, traffic manager of grain exchange, has filed briefs with the Interstate Commerce Commission in I. & S. Dockets Nos. 2623 and 2632. In the first case the Exchange protested cancellation of transit arrangements at Denver on grain originating in territory tributary to Omaha, and in the latter case the Exchange urged upon the Com-

mission that the rates on grain to the Gulf for export be reduced 3 cents per 100 lbs., as proposed by the Kansas City Southern Railway.

The Interstate Commerce Commission on May 29 suspended until Sept. 27, pending investigation, schedules proposing to route thru the El Paso gateway grain from certain points in Colorado, Kansas and Nebraska shipped to points on the Galveston, Harrisburg & San Antonio Railway west of Cobra, Tex. The suspended schedules would result in increased rates on traffic moving thru interior Texas transit points.

The Commission has dismissed No. 15919, complaint by the Farmers Union Co-operative Business Ass'n v. Mo. Pac. for failure and refusal to furnish cars, and No. 16271, complaint by the Bushton Mill & Elevator Co. v. Mo. Pac. for same reason. The evidence did not show the number of cars ordered nor the amount of grain on hand at the time the cars were ordered. It was alleged that the Ryan Grain Co., with elevators at McCracken and Hargrave, Kan., received more cars than it was entitled to receive, plaintiff alleging the local agent had agreed to distribute cars in rotation, while the railroad company followed the established rule in accordance with its circular No. 19. The Commission held such rotation distribution by the local agent would have been unauthorized.

Railroad Leases of Elevator Sites in Nebraska.

The Interstate Commerce Commission on Oct. 10, 1922 gave out an opinion to the effect that "No justification exists for the leasing of railway lands to industries at a nominal rental charge, and it should be the policy of carriers, when leasing land to shippers, to obtain terms no less favorable than would be obtained, under similar restrictions and conditions of use, were the land owned independently of the railroad."

Secy. J. W. Shorthill, writes in the Farmer's Elevator Guide, "Whatever the meaning may be certain of our railroads have construed it to mean that they were thereby commanded to increase the rentals for all grain elevator sites at even the smallest stations on their lines in Nebraska. Only two of the Nebraska lines are following this course, the Northwestern and the Union Pacific.

"It is difficult to understand how a mere opinion of the Commission must be mandatory with these two railroads while a great railroad like the Burlington, with a legal department which is no doubt, just as able, pays no attention to it at its Nebraska stations."

Corporation Tax Should Be Reduced.

In its discussion of the perplexing problem of taxes the Chamber of Commerce of the United States has come to the conclusion that there has been much reduction at the spigot but too little at the bung hole. In other words, while taxes on personal incomes have been shaved down, taxes on corporate income—the main source of personal income—remain up.

"A tax of thirteen and one-half per cent on the entire net incomes of corporations," the Chamber declares, "is plainly unreasonable. Logically, first consideration should be given to the proper adjustment of the corporation tax since the corporations must earn and provide a large proportion of the individual incomes upon which the personal income tax is based.

"It is manifest that a burdensome levy on the sources of production must inevitably prove a handicap on enterprise and business expansion and result in a curtailment of earnings so that the amount available for the direct tax on the producer is less and the amounts disbursed are also reduced with the result that the government revenue suffers in both places.

"On the other hand, a just and moderate tax on the producer is an encouragement and incentive to business progress and expansion which will be reflected back in the increased prosperity of every citizen, increasing both the direct and indirect sources of governmental revenue."

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Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

Insurance Notes.

Chicago, Ill.—The Mill and Elevator Conference has chosen the following officers for the ensuing year: Pres., H. W. Donnan; vice pres., C. G. Whipple; treas., C. E. Ingram, and sec'y, W. H. Lininger.

The University of Illinois offers a second short course on fire prevention, control and extinguishment, on June 15, 16, 17, and 18, inclusive, at Urbana. All requests for information should be addressed to L. H. Provine, Engineering Hall.

Des Moines, Ia.—The many friends of O. H. Holland, who has been calling on the elevator operators of Iowa for several years in the interest of fire insurance, will be pleased to learn that he is now representing the Grain Dealers National Mutual Fire Ins. Co. in the same territory he has been traveling heretofore.

Columbus, O.—An examination of the Ohio Millers Mutual Fire Ins. Co. is being made by the state insurance departments. The office, which was removed to Chicago when J. C. Adderly took charge a few years ago, has been returned to Columbus. At the first of the year the Ohio company had \$878,265 reported assets, and a net surplus of \$400,000.

At the Texas Grain Dealers Convention a discussion of mutual insurance showed grain dealers who kept their houses in good, insurable condition could obtain insurance from the mutuals at a saving of 40%. Otherwise it is only just that they should pay high rates to stock companies. This rule can be applied all thru the grain territory. The road to lower insurance rates is thru fewer losses and better kept houses. Don't throw all of the burden of insurance risk on insurance companies, without expecting to pay for it. Corrected hazards earn lower rates.

While soya bean flour has long been known to have high nutritive value, it has been an unstable commodity soon becoming indigestible and rancid. Improved treatment of the bean to overcome these defects has been patented by a Hungarian chemist, Dr. L. Berczeller. The new process involves peeling the bean and driving off the catalytic agents by evaporation in the presence of steam. The treatment is claimed to be equally adaptable to soya bean flour or the soya bean.

Private Fire Brigades.

BY H. C. LEE OF MUTUAL FIRE PREVENTION BUREAU.

Every elevator and mill should have its own fire department or system whereby employees and neighbors may be quickly assembled and put into position to act with intelligence in case of fire. Much of the confusion and ineffectiveness of fire fighting by employees may be avoided by proper organization and the frequent inspection of fire fighting devices to see that they are in readiness at all times.

In order to be efficient, three essential points must be observed: 1. Rigid discipline. 2. The provision and maintenance of the necessary apparatus. 3. Regular periods of training with the apparatus under the supervision of a leader.

No private fire brigade will be a success unless it is organized and maintained by the management as an important and permanent department.

The first step is to pick the chief. He must be thoroughly familiar with the plant. He should be a natural leader and a man who enjoys the respect of all. He should be made responsible for drills and for the maintenance of all fire fighting equipment and must have full charge at all times.

The chief should see that the men have proper instructions and training, that the men know how to use the fire fighting apparatus and have a general knowledge of how to fight a fire.

It is necessary that a fire alarm system be installed. A system of electric horns or sirens will work very well. In addition to the plant fire alarm system, suitable arrangements should be provided for calling the municipal fire department by means of a fire alarm box or other method appropriate to the local conditions.

Cards showing the location of each fire area and the number of blasts of the horn designating each should be displayed in conspicuous places on each floor of the plant.

The department should be organized, drilled and maintained with the idea that fires shall be controlled immediately at their start, so far as is possible. It is also essential that all machinery be shut down immediately upon discovery of fire. This serves somewhat in cutting off the draft which would otherwise be caused by the elevator legs and wind trunks and it aids materially in confining the fire to a restricted area.

In plants equipped with sprinklers, certain men should be delegated to go to the sprinkler valves immediately upon receipt of the alarm to see that the valves are open. The engineer or his assistant should be responsible for the proper operation of the pump, the gravity tank, or the pressure tank. In case of fire they should remain at the pump until relieved by order of the chief.

These advance men should have certain assigned duties, such as one to use a fire axe, one to use a chemical extinguisher, one to man the fire buckets and two on the standpipe and hose. The axe men and the extinguisher men should be instructed to pick up their particular apparatus from any convenient location on their route to the fire. This will insure the centralization of equipment at the seat of the fire with no appreciable loss of time.

If fire breaks out in or around any particular machine, the men should be able to tear down or plug the spouts to or from that machine.

Elevator heads or boots, and combustible dust collectors should be examined and watched very closely both during and after a fire. Careful watching is as necessary during the period just following a fire as during the fire itself.

The men should be instructed to keep water away from grain or flour as much as possible. Water usually does more damage than fire to either of these commodities.

Regular inspections and reports of the fire equipment should be made, noting the condition of the standpipe and hose, the water barrels and buckets, the chemical extinguishers, and the fire doors. Some reliable man should make this inspection regularly at least once a

week and make duplicate written reports, one for the chief and one for the office official directly in charge. Practice drills of the entire fire brigade personnel should be held each two weeks until the men are thoroughly familiar with their duties and at least once a month thereafter.

In order to be effective, the fire brigade must be checked upon by some official in the office and the men made to realize that fire prevention and protection is an integral part of the work for which they are hired. A brigade cannot be, or will not be the success it should unless it knows that the men higher up are backing it.

Liquidation of Integrity Mutual.

The insurance departments of Massachusetts and Indiana having suspended its licenses a meeting of the directors of the Integrity Mutual Casualty Co. was held in its Chicago offices May 25 to consider an audit, and next day the directors admitted insolvency. Several reinsurance propositions were considered and abandoned.

An involuntary petition in bankruptcy was filed May 29 by creditors, and on the same day Judge Cliffe appointed State Senator Clarence C. Buck receiver.

Pres. J. C. Adderly had stated there was an apparent deficit of \$250,000, on a going basis and of approximately \$500,000 on a liquidation basis. The deficit has been increased to more than \$750,000, according to figures shown in the petition in bankruptcy. Samuel Ettelson, attorney for the receiver, who took over the books of the concern immediately after the receivership became effective, says there are approximately \$700,000 in tangible assets, made up as follows: Past due premiums, \$350,000; securities, \$50,000; cash in banks, \$300,000.

The company was organized by leading millers in 1911 under the name Millers Mutual Casualty Ins. Co., with the thought by insuring that one class of risks the cost could be reduced as it has been in mutual elevator and fire insurance. Mr. Adderly was at the head of the company since its organization. He had no experience in accident insurance, having been employed by one of the mill fire mutuals, with previous experience as an operative miller.

The name was changed to Integrity Mutual after it was decided to include several other classes of risks, one of which, miners' compensation insurance, had much to do with its downfall.

In 1922 the Integrity sold \$250,000 of "guaranteed antee surplus bonds."

On Dec. 31, 1925, the Integrity had a total surplus of \$325,000, but this has been wiped out and \$250,000 additional in a brief space of time. Much of the loss is due to allegations regarding the company made by the Casualty Information Clearing House, causing the company to lose 60 per cent of its business. Mr. Adderly has a suit against the clearing house for several million dollars, alleging conspiracy, libel and slander.

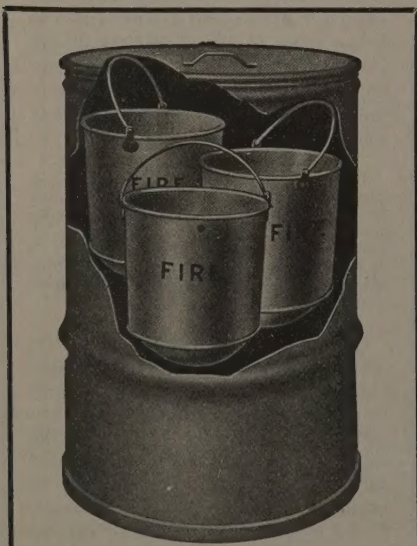
Paternalism An Evil.

John W. O'Leary, president of the Chamber of Commerce of the United States, at the annual meeting of the Ass'n at Washington, May 11, assailed paternal control by the government. In part he said:

Claims to the contrary notwithstanding the destiny of American agriculture will be achieved through the policy of self-government and not as some would have us believe through paternal control by the federal government.

The policy which would cripple agriculture cannot fail to exact from business the extreme penalty. Our great markets are the farmer's markets. Our daily food is the production of those farmers. It is for the preservation of these markets, for the preservation of our food supply, for the eventual stability and success of agriculture that we turn our backs squarely against any proposal which would imperil the future of agriculture.

We are encouraged by sound economic progress made during the past year toward agricultural relief.



FIRE BARRELS filled with solution of Calcium Chloride provides better protection for your elevator and reduces your insurance rate. Write for particulars.

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The right hand pages provide spaces for a record of contracts for——Sold as follows: "Date, To Whom, Bushels, Grade, Shipment, Price, By Whom, How and Remarks."

Do not attempt to do business without keeping this record. It requires only a few minutes work each day and may prevent large losses with the present unstable conditions of the market.

The book contains 100 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in full tan canvas.

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"We have secured all the help we need from our adv. in the JOURNAL. We have probably received 40 or 50 replies, and are much pleased with results."—Clovis Mill & Eltr. Co., Clovis, N. M.

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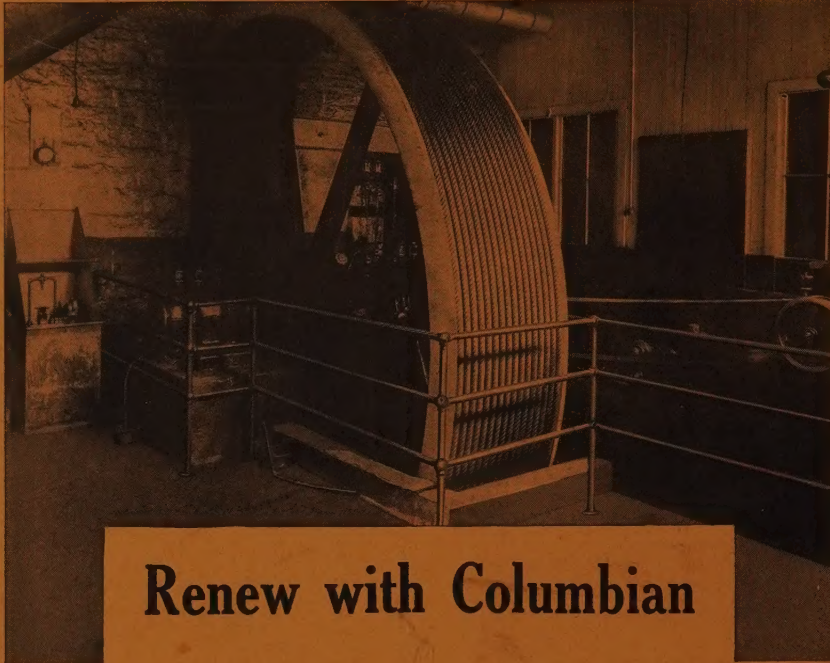
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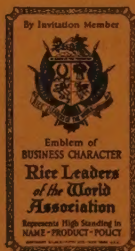
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